OCTOBER 15, 1973

Commerce Today

Fertilizer Industry Faces New Shortages

Page 4

FROM THE SECRETARY

A Positive Approach For Exports

President Nixon's Conference on Export Expansion was held at the White House October 11 to enlist the aid of America's leading exporters in the drive to increase U.S. sales abroad.

As they moved through their discussions of the U.S. position in the world economy, the Administration's strategy in support of exports, its proposals and goals for international trade and monetary reform, and the eminently sound reasoning of the President's Trade Reform Act, the pragmatic businessmen in the East Room of the White House underscored this basic truth:

The realities of international commerce call for a positive approach in the matter of U.S. world trade—an approach that places responsibility on industry, labor, agriculture and government to work together to achieve our export goals.

On both the domestic and international fronts, the Administration has launched a number of initiatives that greatly enhance the potential for U.S. producers to expand their exports. But the mere presence of greater opportunity will not, by itself, create sales. Sales will come only through diligent effort on the part of the American producer, backed by a strong and stable economy at home.

The President's Conference on Export Expansion represents a highly significant step toward improving our export prospects. It also represents a dynamic challenge to U.S. companies to be creative and productive if they are to participate fully in growing world markets.

Expansion of export sales will contribute to the strength of our economy and will increase the number of jobs available for our people. Increased exports also provide the means to pay for vital imports, such as petroleum, coffee and attractive consumer products.

In recent weeks we have seen the start of a major new round on world trade negotiations in Tokyo, and another vital round of international monetary reform negotiations in Nairobi. The President has expressed his confidence that these international efforts can lay the foundation for an improved world economic order that will help increase the prosperity of all Americans, and of people throughout the world.

The President's Conference on Export Expansion, with its presentations by the government's foremost authorities on world trade and monetary matters, emphasized anew what Mr. Nixon said in his trade message to the Congress:

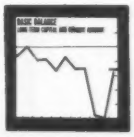
"The world is embarked today on a profound and historic movement away from confrontation and toward negotiation in resolving international differences. Increasingly in recent years, countries have come to see that the best way of advancing their own interests is by expanding peaceful contacts with other peoples. We have thus begun to erect a durable structure of peace in the world from which all nations can benefit and in which all nations have a stake."

Frederick B. Dent

Commerce Today

Vol. IV, No. 1, October 15, 1973

2 Economic Highlights
Notable advances have been made toward setting up a new world monetary system even though discussions of official rules move slowly.



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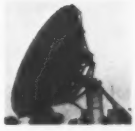

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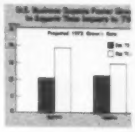

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COVER: *Commercial fertilizer, which this farmer is spreading over his fields, has been in tight supply over the past year. The problem threatens next season's crop production. However, as the story on Page 4 explains, industry and government specialists are trying to determine a way out of this predicament.*

It's A New Ball Game In Monetary Affairs But Progress Is Slow In Formulating Rules

Economic Highlights is prepared by Dr. Sidney L. Jones, Assistant Secretary of Commerce for Economic Affairs.

As expected, the recent annual meeting of the International Monetary Fund did not produce a settlement of the complex monetary issues that have been under intense review during the past year. Instead, delegates identified the subject areas of general agreement and carefully avoided abrasive confrontations involving the remaining differences. A deadline of one year from now was established for the completion of the negotiations.

While such results are hardly a demonstration of alacrity, neither should the discussions be discounted as empty rhetoric. Since August 15, 1971, when the old arrangement was disbanded, the world has made notable advances toward a more viable international monetary system. Flexible currency exchange rates are now operating with only occasional intervention by central banks. World trade continues to accelerate sharply. The value of the dollar has been reduced to a more realistic level (and may now be undervalued). There is general agreement concerning cooperative efforts to create monetary assets that will meet the future needs for reserves and liquidity without relying so heavily on the dollar.

In short, the system is working and the recent favorable shifts in the U.S. trade and balance of payments positions provide a better foundation for reform than has existed for many years. *(See charts on opposite page.)*

The United States has recommended a comprehensive set of monetary reforms which avoids special rights or unique obligations for any country. Both surplus and deficit nations would have incentives and disciplines to correct chronic payments imbalances. Disproportionate changes in financial reserves would be used to signal the need for corrective action.

Individual nations would continue to select their own form of adjustment using any one, or combination of, the following: (1) internal monetary and fiscal policies; (2) liberalization of trade; (3) liberalization of capital flows; (4) increased aid; or (5) exchange rate adjustments. Such measures would last only as long as the payments imbalances persisted.

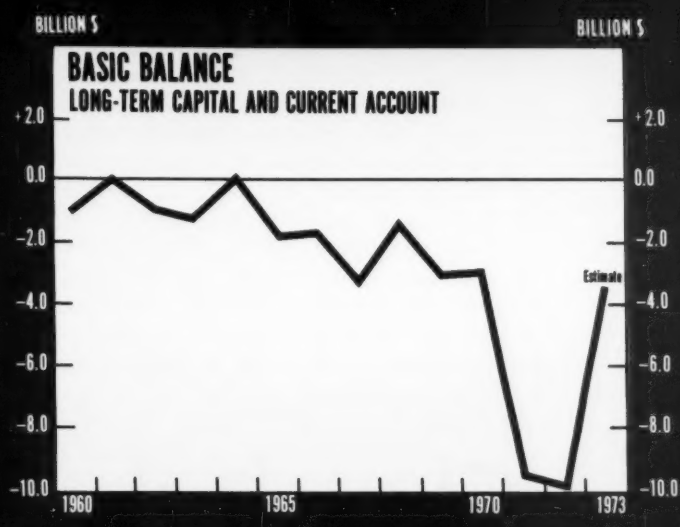
Most nations now agree that central values for exchange rates are desirable but it is extremely important that a mechanism for timely adjustment be provided. Relatively wide margins of movement on either side of the central point would be helpful. If a nation chooses to allow its currency to float it should still be required to conform to other international standards.

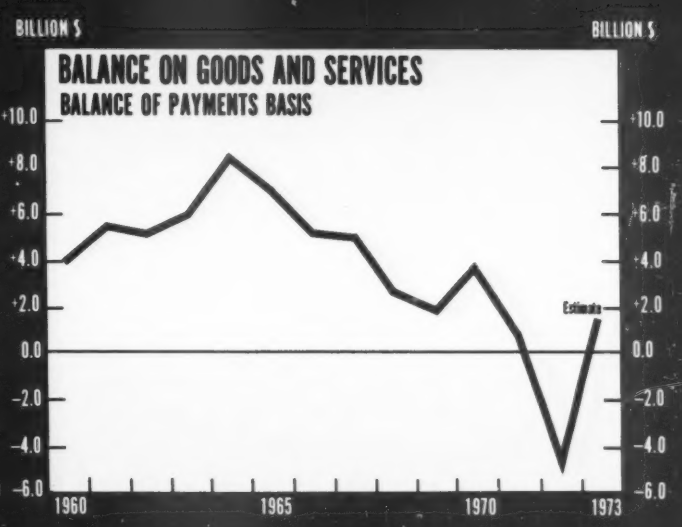
The United States similarly agrees that convertibility of primary reserve assets should be used to correct payments imbalances and that every country should have the same obligations. Nevertheless, it would be premature to attempt to develop a mechanism for converting foreign dollar deposits until fundamental monetary and trade reform is arranged. For meaningful future convertibility to exist the United States must avoid the accumulation of payments deficits in the future.

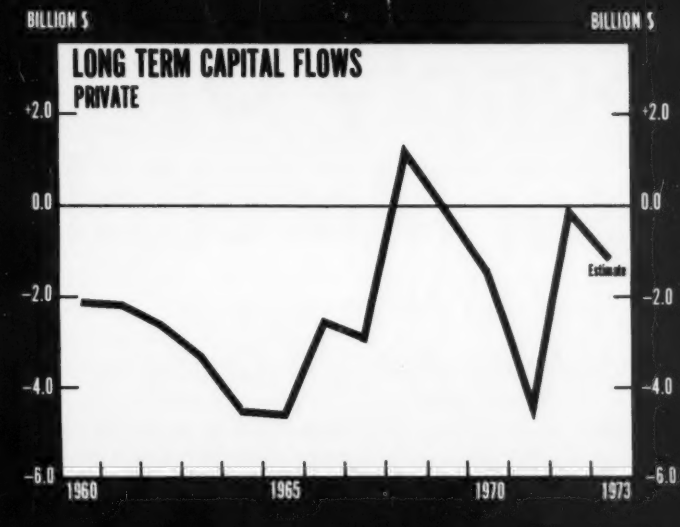
The increasing investment income being repatriated back to America, the status of direct investments and portfolio loans and securities, and the current shifts in U.S. trade and payments balances are fundamental considerations in the discussions of a new worldwide monetary system.

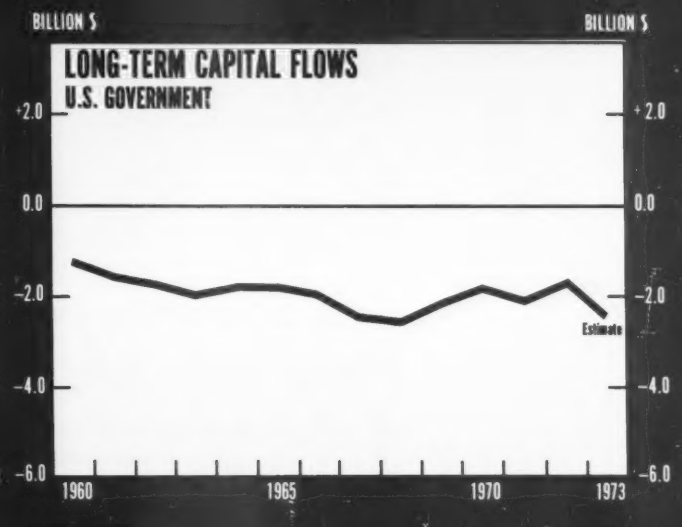
Other economic data

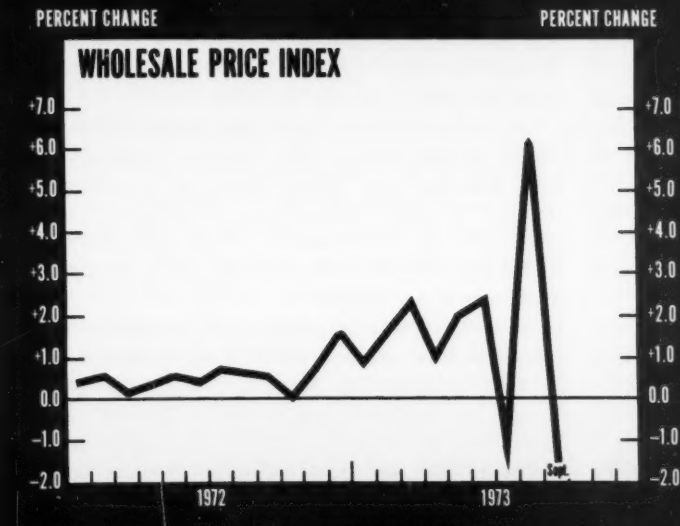
A sharp drop in food prices caused a dip in the Wholesale Price Index; increases in two price-related series kept the leading indicator index moving up.











Estimates based on the first two quarters of 1973.
All monthly data seasonally adjusted.

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Vol. IV, No. 1
October 15, 1973

Agriculture Clouded By Tight Supply Of Key Fertilizer Material

Gas Shortage Adds Fuel To Nitrogenous, Phosphate Supply Problems For '74 Crops

United States agriculture's spot in the limelight of big business is temporarily clouded by a growing shortage of fertilizer—nitrogenous and phosphate.

Buoyed by the 36 million additional acres being made available for crop production in 1974, farmers are preparing for what is hoped to be a record year of productivity in an era when exports of more agricultural commodities are playing a dramatic role in U.S. economic life. But the tight supply of fertilizer, which has been with us for the past 12 months and is becoming more acute, threatens to be a limiting factor in U.S. crop output next season.

Well over half of all fertilizer used in farming goes on soybeans, corn, cotton and wheat crops. The cost of fertilizer is recovered several times over in increased crop production.

The fertilizer that is available for 1974 could fall as much as 10 to 12 percent short of what is expected to be needed unless someone comes up with some solutions to an industrial problem with more than the usual number of complexities.

Extremely strong domestic demand, limited production capacity, shortage of natural gas and electric power, very strong foreign demand at high prices and U.S. price controls are creating the problem.

What to do about it is occupying the attention of many at the highest levels of industry and government. The Commerce Department's industry specialists are keeping a close eye on the situation in an effort to find solutions and help ease the tight supply problems where possible.

Immediate requirements for nitrogenous materials are more critical than phosphate because nitrogenous fertilizers are not retained by soil over an extended period of time.

Phosphates are retained from season to season and there may be substantial reserves of phosphate in much U.S. farm acreage.

This subject is open to considerable debate.

The third ingredient in fertilizer—potash—is not in short supply. Canada has plentiful reserves, as does the U.S.

Production of nitrogenous fertilizer materials is at near capacity level. Little additional capacity is planned and U.S. production during 1974 will increase by only two or three percent, compared to a recent historical rate of approximately 5 percent.

The nitrogenous fertilizer picture is further complicated by the natural gas shortage and Phase IV price controls. Nitrogenous fertilizers such as ammonium nitrate and urea are obtained from anhydrous (synthetic) ammonia which in turn is produced from natural gas. Ammonia is the only source of virtually all fertilizer nitrogen.

The current shortage of natural gas is causing an approximately 5 percent restriction in nitrogenous fertilizer production. And, with winter approaching, the prospects that natural gas supply for feedstock production will be limited, is hampering any plans for expanded capacity in the fertilizer industry. Long-term prospects of limited gas supply is of major importance.

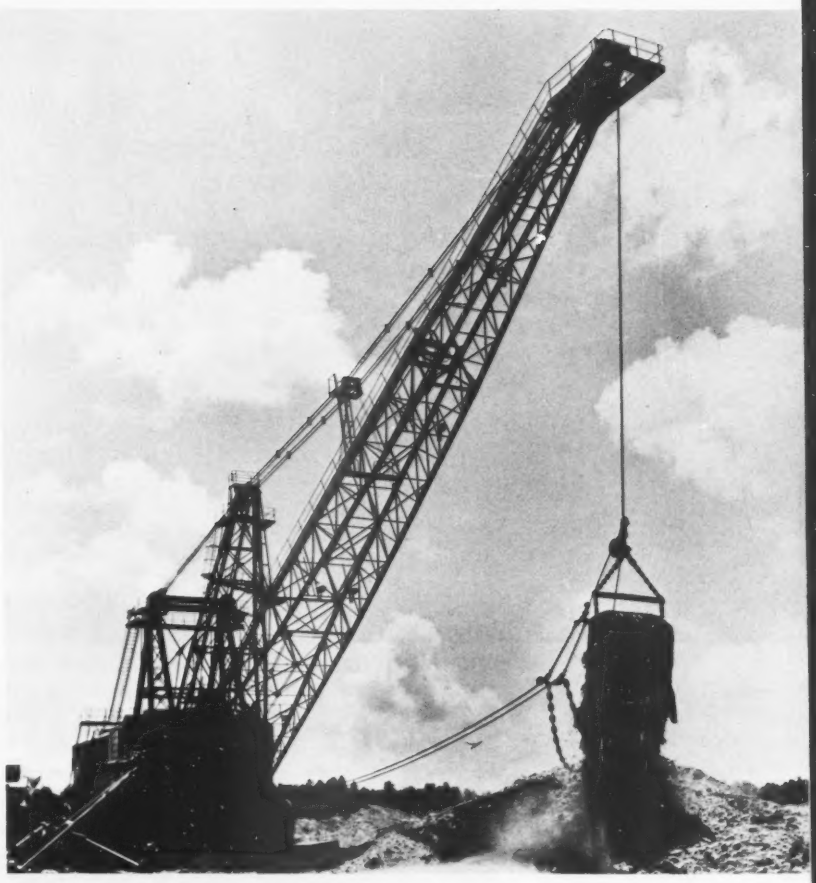
Natural gas as a substance in producing feedstock gets a lower priority than home heating and commercial heating which rank number one. There simply are no practical alternative feedstocks which could be used, according to one industry specialist.

Phosphate fertilizers such as diammonium phosphate and superphosphate are made by chemically treating mined phosphate rock. Considerable additional capacity is under construction for phosphate fertilizers. Some will come on strong during 1974, and a substantial capacity increase will be realized by the end of 1975. Shortage of sulfur could be a limiting factor in actual production once plants are completed.

Domestic production of phosphate fertilizers can be supplemented by imports but only at much higher prices than current domestic controlled prices. Even so, quantities of material available are nominal because of strong worldwide demand.

Power interruptions in Florida have cut into the strip mining of phosphate rock and have restricted manufacturing operations for phosphate fertilizer materials.

Adding to the problem is the fact that the United States isn't the only country where fertilizer is in great demand. There's a worldwide tight supply, farmers everywhere need more and no price controls exist in many other countries.



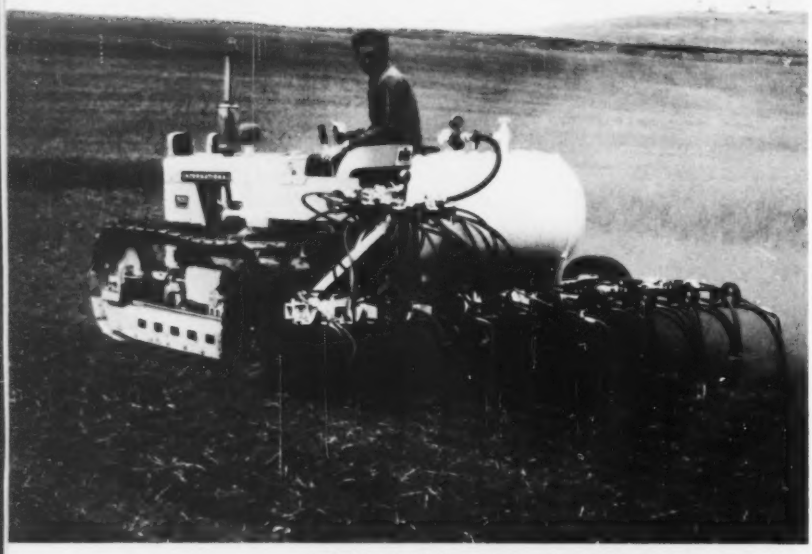
MINING PHOSPHATE—*Rapid increase in world use of phosphate fertilizers has accentuated the need for a method of rating new phosphate rock deposits according to their value as fertilizer.*

Many U.S. producers of fertilizer materials are large firms subject to Phase IV controls of the "Tier 1" companies. As a result of strong world demand, devaluation of the dollar and U.S. price controls, overseas prices are significantly higher than U.S. prices. Current broker quotations for all three nitrogenous and phosphate products for the export market are well above domestic prices.

This means more fertilizer is being exported.

Solutions? None easy.

Some industry specialists think fertilizer price increases would stimulate some additional production and minimize export sales. The domestic market appears sufficiently strong to absorb much of the export volume if prices were decontrolled. And the farmer could afford to pay higher prices because fertilizers are one of the most profitable farm investments.



FIELD INJECTIONS—*Agricultural Research Service scientist is shown operating an anhydrous ammonia applicator which he designed for field injections of ammonia. Nitrogenous fertilizer is one area of the industry which is occupying concern.*

Others think the real relief won't come until more natural gas becomes available because natural gas is the limiting factor.

Additional acres available for 1974 crop production will include the 16.8 million that was set aside acreage in the wheat and feed grain programs, 19 million acres freed in 1973 but not utilized and roughly 500,000 acres of long term agreements expected to be released this year.

U.S. Department of Agriculture crop forecasts for crop year 1973-74 assumed full availability of fertilizers required by farmers. However, supply-demand estimates indicate there would be product shortfall of about 10 percent for nitrogenous materials and almost 12 percent for phosphates.

The Agriculture Department's nitrogen shortfall was predicated on a 1.1 percent increase in U.S. production, a small decrease in imports, and a 26 percent increase in exports.

The phosphate shortfall was predicated on a 4.8 percent increase in domestic production, no change in imports and a 19 percent increase in exports.

LOADING FERTILIZER—*A worker loads a truck with fertilizer at an Idaho plant food center which is served by a Rural Electric Cooperative. This Department of Agriculture photo is typical of scenes in the fertilizer industry which, for a variety of reasons, is pressed to meet agricultural demands.*

Reduced Trade Barriers Aim As Negotiators Meet To Plan Worldwide Talks

Geneva GATT Discussions May Be Lengthy, Difficult; Stakes Are High For U.S. Exporters

A new worldwide effort to reduce trade barriers—endorsed by some 100 nations last month in Tokyo—will get underway next week in Geneva. It will be the first meeting of the Trade Negotiations Committee (TNC), established by high-level ministers at the Tokyo meeting and instructed to:

► Elaborate and put into effect detailed trade negotiating plans and to establish appropriate negotiating procedures, including special procedures for the negotiations between developed and developing countries;

► Supervise the progress of the negotiations, which are being conducted under the auspices of the General Agreement on Tariffs and Trade (GATT).

While the first meeting of the TNC is expected to deal mainly with matters of organization, the work of this Committee in the months to come will strongly influence the eventual outcome of the negotiations. The Committee will be meeting on a continuing basis for the duration of the negotiations to carry out its overall responsibility for their conduct and supervision.

The United States and other countries at the meeting, which begins Oct. 24, will propose that working sub-groups be established to conduct the substantive analytical work required for the detailed negotiations. On the basis of previous discussions in the GATT, it is anticipated that such TNC subgroups will be established on tariffs, nontariff measures and the special problems relating to the trade of less developed countries. Consideration could also be given to establishing a group on international safeguard provisions as the GATT Industrial Committee suggested earlier this year.

Within the general area of nontariff barriers (NTB's), it is expected that specific

In preparing for the GATT negotiations, the Administration is planning an extensive program to elicit advice from all interested parties in shaping th specific negotiating policies and objectives. Advice will be sought from agriculture, consumers, industry, labor and other groups and individuals.

One aspect of this program is a systematic and comprehensive series of consultations with industry conducted jointly by the Commerce Department and the President's Special Representative for Trade Negotiations. This consultative program has the very specific objective of seeking industry assistance in identifying U.S. products with the greatest export potential and in determining what concessions from which countries will produce the optimum benefits in terms of export expansion. In addition, information and advice will be sought on the negotiating value of trade concessions the U.S. might offer in exchange for increased access to markets abroad (see* Commerce Today, July 9*).

It is hoped that this consultative program, which will be operative for the entire negotiations, will play an important role in the realization of one of the key purposes of the negotiations, which is to provide improved access for American goods in overseas markets. From such access can flow the increased exports required to pay for rapidly rising amounts of energy and raw materials needed to support our rising standard of living and to offset deficits in our non-trade accounts (tourism, military and economic aid, and long-term capital outflows). It is recognised that only through close and continuing exchange of views with industry, at both a technical and policy level, will U.S. negotiators be in the strongest position to seek improved access abroad for U.S. products when the serious bargaining begins next year.

working parties on particular NTB's may be established to continue work already in progress prior to the Tokyo meeting. Likely subjects for such groups are subsidies and countervailing duties, standards, including packaging and labelling, and customs documentation and consular formalities.

In addition a group or sub-group on product sectors might also be set up. There have been previous GATT discussions of the sector approach to negotiations which have been primarily motivated by Canada but no intensive review has yet been made. It is expected that the structure of the TNC will permit the establishment of additional working groups as needed during the course of the negotiations.

It is anticipated that these negotiations will be long and difficult but that agreement will be reached within the next few years to reduce trade barriers significantly and open new opportunities for expanding U.S. exports.

U.S. objectives

United States objectives in the forthcoming negotiations, quite simply stated, are liberalization of world trade and reform of the trading system. More specifically, we want a freer and more equitable trading system which will provide U.S. exporters better access to foreign markets. We are particularly concerned about the discriminatory effect on U.S. trade of European Common Market (EC) preferential arrangements which are eroding the Most-Favored-Nation keystone of the post-war trading system and concurrently disadvantaging U.S. exports. In addition, we want to negotiate needed reforms of the world trading system to modernize the GATT rules, including establishing guidelines for a multilateral safeguard system.

The Administration's trade bill — the Trade Reform Act of 1973 now pending on the floor of the House of Representatives— is to provide the President the necessary authority to pursue these fundamental objectives through negotiations. Although longer-than-anticipated deliberations in the Congress make it unlikely the legislation will be approved by Congress this session, this need not prevent much useful preparatory work by the TNC prior to beginning serious negotiations.

Much work in this general direction has already been carried out by three GATT committees dealing with trade issues affecting industry, agriculture and developing countries. These committees were estab-

lished after the Kennedy Round in 1967 to carry on detailed analysis on trade and trade restrictions in order to provide an analytical base or a repository of information for future negotiations.

Substantial progress

Substantial work has already been done to develop an agreed basis for conduct of negotiations to reduce tariffs. Individual product tariff and trade information has been collected for the major trading nations. Now what must be done by the TNC or its working sub-groups is to examine these country tariff structures and consider alternative negotiating techniques for their reduction.

Possible tariff cutting techniques discussed so far within the GATT include: 1) those aimed at achieving duty-free trade in industrial products, 2) linear tariff reductions, and 3) tariff harmonization formulas. The sector by sector approach, although not considered a specific technique, might provide a method for negotiating down a wide range of trade restrictive measures for particular product sectors. Negotiations on a limited number of industrial sectors such as chemicals and iron and steel were conducted on this basis in the Kennedy Round. The sectoral approach has the advantage of permitting negotiated reductions in all trade distorting measures—tariffs and nontariff measures—affecting the sector simultaneously.

In the nontariff barrier area, GATT work in some important areas of interest to the United States is quite far along. One of the first tasks of the Committee on Trade in Industrial Products when it began its work program during late 1967 was to develop an inventory of nontariff restrictions to trade. Once accomplished, with some 800 separate NTB's catalogued, the Committee established five sub-groups to deal with the broad categories of NTB's: 1) government participation in trade (subsidies, government purchasing, etc.); 2) customs and administrative entry procedures; 3) standards; 4) quantitative restrictions, and 5) charges on imports (surcharges, prior import deposits, etc.).

Some of the sub-groups have moved further ahead in solution finding than others. For example, in the area of international standards, which is of particular interest to the United States in light of the EC move to harmonize their industrial standards, the GATT working group has made substantial progress in developing a draft international

SCENE OF NEGOTIATIONS — *Multilateral trade negotiations begin Oct. 24 in Geneva, Switzerland, historic site of worldwide negotiating sessions. Headquarters of the General Agreement on Tariffs and Trade (GATT) is in the foreground. Delegations from 100 nations will be at work here.*

code of conduct. Work is also far advanced in areas such as customs valuation procedures and import licensing regulations.

The timetable

While the TNC is moving ahead to set the stage for serious negotiations, serious bargaining is not likely to get underway for some months yet. Final passage of the Administration's trade bill is not expected before early 1974. Taking into account that roughly six months must be allowed following passage of the bill to carry out the prenegotiation procedures provided for in the bill, including public hearings by the Tariff Commission and the Trade Information Committee, it is not likely that full scale negotiations can begin until the fall of 1974. If the negotiations are to be concluded by the end of 1975—the target set in Tokyo—the period from late 1974 through the end of 1975 will be months of intense bargaining.

The upcoming negotiations promise to be more complex than previous GATT negotiations. The reasons are twofold: 1) the issues are considerably more complex, particularly those in the nontariff areas, and 2) more countries are expected to participate. The less developed countries, for example, are expected to play a more active role in these negotiations in contrast to previous ones. Well over half of the present GATT membership of over 90 countries are developing countries which provides some indication of the number of such countries likely to participate. Countries such as Brazil and India as well as a number of countries in Southeast Asia such as Indonesia and Malaysia have already indicated their interest in an active negotiation role.

Another aspect of the negotiations which will make them different from earlier ones and thus assure that they will be broader, by country as well as by issue, is the ministers' decision that non-GATT countries may participate in the negotiations. Mexico, for example, which is not a GATT member and has never participated in multilateral negotiations has declared that it plans to be an active participant this round. By virtue of the ministers' decision, the negotiations are also open to the non-market economies of Eastern Europe, the Soviet Union and the People's Republic of China. Though these countries may not participate, the possibility for doing so is now open to them.

Looking back at the three-day Tokyo meeting, Sept. 12 to 14, it climaxed an 18-month period of preparations and meetings geared to the ministerial meeting and the formal opening of negotiations. Acceptance of the Tokyo Declaration embodying principles and objectives of the negotiations by all the countries marked an important step toward the general U.S. objective of a more open and improved world economic system. By accepting the Declaration, governments also made an important political commitment to the new round of negotiations.

The impetus for the negotiations came mainly from a U.S. initiative during the December 1971 Smithsonian monetary agreements and was steadily strengthened by various statements made by the major developed countries in the following year. Statements embodying commitments to a new negotiating round began with the February 1972 U.S.-EC and U.S.-Japan joint declarations to "initiate and actively support multilateral and comprehensive negotiations in the framework of GATT beginning in 1973." The declarations were followed by the October 1973 EC Summit declaration supporting the negotiations and setting the end of 1975 for its conclusion.

Tokyo Declaration

The GATT Contracting Parties provided their support to the negotiations in November 1972 and established a preparatory committee to develop the methods and procedures for the negotiations. It was the work of this committee which produced a draft declaration for consideration by the Ministers at Tokyo. There were only two unresolved issues when the committee approved the draft declaration in July: the trade/monetary link and special efforts to benefit the least developed of the developing countries. Both issues were quickly resolved.

The Tokyo Declaration states that the objectives of the new round of negotiations shall be the expansion and ever greater liberalization of world trade and improvement in the standard of living and welfare of the people of the world through progressive dismantling of obstacles to trade and the improvement of the international framework for trade. As noted earlier, the agreed principles commit nations to a broad assault on all forms of trade restrictions—tariffs and nontariff barriers—in both industry and agriculture.

—Bureau of International Commerce

Housing Gains Mirror Economic Growth, Many Social Changes

Income, Education Level, Family Patterns Reflected In Change To Better Housing

A decided improvement in the nation's housing inventory has occurred in recent years, and available information would indicate that this trend is continuing.

By and large the United States was better-housed in 1970 than in 1960. The increase in the housing inventory during the decade was substantially greater than the rise in population. Also there was substantial improvement in quality as measured by the number and percentage of housing units with full plumbing facilities and warm air furnaces.

These are some of the numerous facts detailed in a lengthy report entitled "1970 Census of Housing, Components of Inventory Change, United States and Regions," Volume HC (4)-1, recently released by Commerce's Bureau of the Census. The report is based on a sample survey.

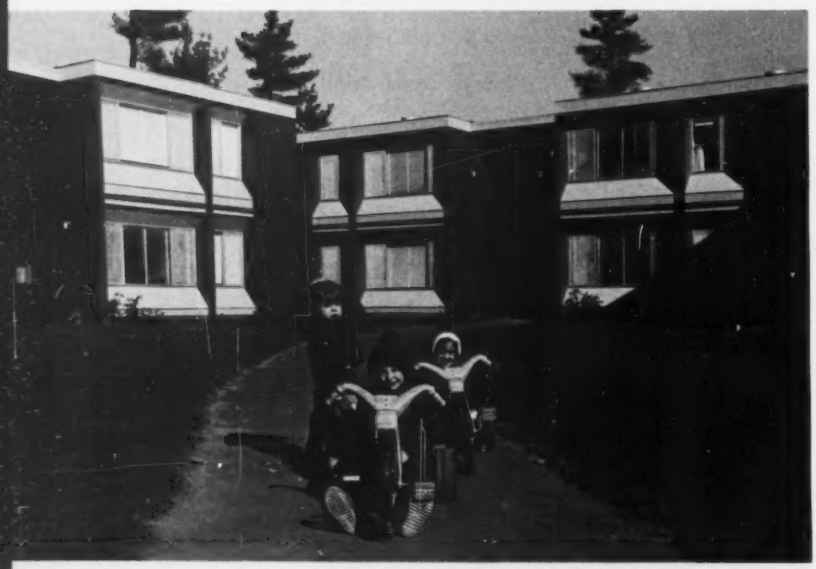
A panorama of the extensive social change that has occurred in the nation in recent years is mirrored in the voluminous statistics of the report. Included are such trends as these: the rising level of education; the increase in one-person and two-person households; the gain in husband-wife households whose male heads were under 25, and in female heads of household; the decline in households with children; a strong trend toward more home ownership by blacks; advancing family income levels and increases in housing values and rents.

The nation's housing inventory has increased sharply since 1970, an advance that has accompanied and stimulated the growth of business in this period. Housing starts rose from 1,469,000 units in 1970 to a record 2,378,500 units in 1972. Total starts for the three-year period of 1970-72 were 5,932,000 units. This has been one of the longest and strongest housing booms on record.

The Census Bureau report shows that, while the U.S. population increased 13.3 percent between 1960 and 1970, the housing inventory advanced from 58,325,110 to 70,207,151 units, a gain of 20.4 percent. A total of 18,597,631 units were added, 17,239,962 by new construction and the rest by conversion and other sources. Meanwhile, 6,715,590 units were lost, 3,797,532 by demolition and the remainder by mergers and other means.

In 1970, there were 22,620,775 housing

SECOND HOUSE BY LAKE—*Or a rustic suburban villa, this design is part of the United States' better housing conditions.*



AND APARTMENT DWELLERS—*The new housing report covers characteristics of apartment dwellers such as these youngsters playing outside an increasingly popular garden style dwelling.*

units in central cities, an increase of only 8.5 percent over the 1960 total. However, 24,014,426 units were located in Standard Metropolitan Statistical Areas (SMSAs) outside the central cities, a gain of 37.1 percent over 1960. An indication of this new construction in the suburbs is 11,903,494 units of new construction.

Of 68,893,000 year-round housing units in existence in 1970, 64,381,000 had all plumbing facilities, an increase of 32.4 percent over the 1960 total. Of those with full plumbing facilities, 62,695,000 units were rated as not dilapidated, a rise of nearly 31 percent. The 9,707,000 units that lacked some or all plumbing facilities in 1960 had dwindled to 4,512,000 units, or less than half, in 1970. The result was that 93.5 percent of year-round housing units had full plumbing facilities in 1970 compared with 86 percent in 1960.

Examination of the data by type of change shows that as much as 39 percent of the 3,797,532 demolished units lacked basic plumbing facilities. On the other hand, only about two percent of the 17,239,962 units built during the decade lacked plumbing facilities.

Broken down into regions, the gain in housing with all plumbing facilities was: Northeast, 16.9 percent; North Central, 27.8 percent; South, 53 percent; and West, 34.8 percent. In each region, the increase in housing with full plumbing facilities was greater than the advance in the housing inventory.

The big movement in heating equipment was in the warm air furnace, with a sharper but much smaller push in built-in electric units. Here are the figures, and percentage increases, for housing units equipped with different heating systems: warm air furnace; 1970, 29,619,000 units; 1960, 18,320,000 units; 61.7 percent: built-in electric units; 1970, 3,325,000 units; 1960, 806,000 units; 312.5 percent; steam or hot water; 1970, 14,306,000 units; 1960, 12,737,000 units; 12.3 percent. In 1970, 6,562,000 units were heated by floor, wall, or pipeless furnace as compared with 6,691,000 units in 1960, a decline of nearly two percent.

In 1970, the median education level for heads of household was 12.2 years as compared with 10.4 years in 1960. The effect of this rise is shown more graphically in the breakdown. Heads of household with eight years of education or less dropped from 21,795,000 to 16,393,000, or 24.8 percent. Heads of household completing four years of high school jumped from 11,583,000 to 19,910,000, or 71.9 percent, and household heads with four years or more of college increased from 4,760,000 to 8,760,000, or 84 percent.

The median number of persons occupying a housing unit dropped from three in 1960 to 2.6 in 1970. Increases in the number of units occupied according to the number of occupants follow: one person; 1970, 11,268,000; 1960, 6,878,000, 63.8 percent; two persons; 1970, 19,230,000; 1960, 14,819,000, 29.8 percent; three persons; 1970, 11,047,000; 1960,

10,193,000, 8.4 percent; four persons; 1970, 9,667,000; 1960, 9,225,000, 4.8 percent; five persons; 1970, 6,307,000; 1960, 5,746,000, 9.8 percent; six or more persons; 1970, 6,486,000; 1960, 6,435,000, less than one percent.

Accompanying the rise in smaller households was an increasing tendency toward less crowded living quarters. In 1970, 4,728,000 occupied housing units, or a little more than seven percent of the total, had more than one person per room, a substantial decline from the 6,257,000 such households in 1960. The tendency toward less crowded quarters has continued over a period of decades. In 1940, about 20 percent of the nation's occupied dwelling units had more than one person per room.

The number of occupied housing units with one and two rooms dropped from 4,237,000 in 1960 to 3,502,000 in 1970, or 17.3 percent. The number with three and four rooms increased from 19,461,000 to 21,553,000, or more than 10.7 percent, and the number with five or more rooms jumped from 34,627,000 to 43,793,000 or 26.5 percent.

There was a marked increase in bathroom facilities. Occupied housing units with one and one and one-half bathrooms increased from 43,792,000 to 53,134,000, or 21.3 percent. Units with two or more bathrooms vaulted from 4,752,000 to 10,637,000, or nearly 124 percent. Those with no bathrooms or with bathroom used by another houshold declined from 9,781,000 to 4,966,000, a reduction of nearly half.

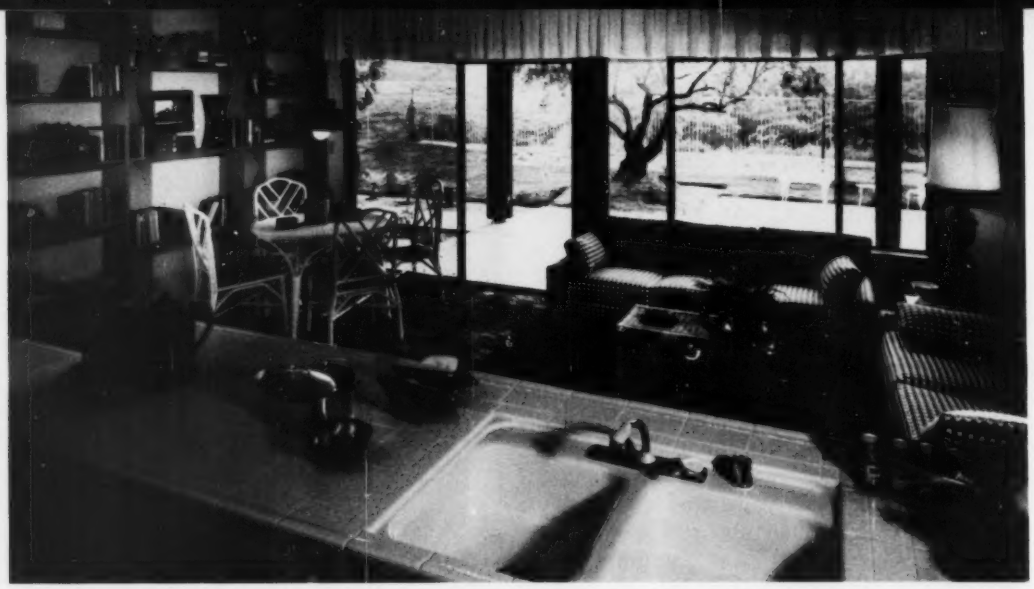
The increase in the housing inventory was accompanied by a rise in vacancies. Of the year-round housing units, 3,404,000 units were vacant in 1960 and 4,847,000 units in 1970, an increase of 42.4 percent.

Changes in household composition are shown by the following increases in households with male head, wife present, and no nonrelatives: household head under 25; 1970, 3,009,000; 1960, 2,094,000; 43.7 percent; household head 25 to 29; 1970, 4,720,000; 1960, 3,597,000, 31.2 percent; household head 45 to 64; 1970; 16,935,000; 1960, 13,962,000; 21.3 percent; household head 65 and over; 1970, 5,933,000; 1960, 4,727,000, 25.5 percent. For the group from 30 to 34 there was only a four percent rise and for those from 35 to 44 there was a decline of 3.5 percent.

Households with female head increased from 9,284,000 to 13,239,000, or 42.6 percent,

A LOOK INSIDE — *The living room of this home builders award winner is generously illuminated with natural light from the large window areas, which, because of the vaulted ceiling, does not encroach upon the amount of usable floor space.*

INSIDE THE KITCHEN—*Open kitchen shown in this National Association of Home Builders photo, is effectively arranged to serve both the formal dining room and breakfast nook-family room area. A bronze pass-through window opens onto the patio.*



INTERIOR DESIGN—*Another Gold Nugget home builders contest winner, this open interior design has the kitchen available to serve the entire family area. Large windows provide an airy freshness.*

and in this group those with female head over 65 rose from 3,148,000 to 4,899,000, or 55.6 percent.

Meanwhile, there was an increase of from 5,670,000 to 6,377,000, or 12.5 percent, in households with other male head.

Between 1960 and 1970, an increase of from 27,200,000 to 35,800,000, or 31.6 percent occurred in household units where the parent or parents had no children under 18, and a gain of from 26,095,000 to 28,202,000, or eight percent, in household units where the parent or parents had children under 18. Among the latter group, there was a slight gain in households with children under six years of age only, but households with three children under six were only about two-thirds as numerous as the corresponding households 10 years before, and those with four or more children under six only about one third as numerous.

Overall home ownership showed an increase slightly greater than the gain in housing inventory. From 1960 to 1970, the number of housing units owned by the occupant advanced from 33,310,000 to 40,694,000, or 22.2 percent. The increase in the units where the owner-occupant was a black was from 1,945,000 to 2,616,000, or 34.5 percent.

The number of housing units in which the family income was less than $7,000 a year dropped from 36,753,000 in 1960 to 26,913,000 in 1970, or 26.8 percent. The number in which the family income was between $7,000 and $9,999 increased from 9,348,000 in 1960 to 12,298,000 in 1970, or 31.6 percent. Increases for other income ranges were: $10,000 and $14,999; 4,948,000 to 14,212,000, or 187.2 percent; $15,000 and $24,999; 1,619,000 to 8,303,000, or 412.8 percent; and $25,000 or more; 629,000 to 2,276,000, or 261.8 percent. Here the peak of the bulge occurred in the $15,000 to $24,999 income range, and after that the advance tapered off.

Between 1960 and 1970, the number of specified owner-occupied one-family homes valued at less than $15,000 declined from 17,575,000 to 11,659,000, or 33.7 percent. These were units located on less than 10 acres and without a business or medical office on the property. The number of such units valued at between $15,000 and $24,999 increased from 6,848,000 to 12,154,000, or 77.5 percent, and the number valued at $25,000 or more advanced from 1,855,000 to 8,571,000, or 362 percent. The rise in the value of one-family homes is more graphically illustrated by the fact that the median value for newly built homes was $22,900, while the median value in 1960 for the demolished homes was $7,900.

The number of specified renter-occupied housing units renting for less than $90 monthly dropped from 12,810,000 to 7,119,000, or 44.4 percent. Excluded from this category were one-family homes located on 10 acres or more of land. The number of such units renting from $90 to $149 per month jumped from 4,023,000 to 8,935,000, or 122.1 percent; and the number renting from $150 per month and up soared from 575,000 to 4,902,000, or 752.5 percent. There was an increase of more than ten-fold in the number of units renting between $200 and $299.

DOMESTIC BUSINESS REPORT

- **Shipbuilding pact to increase U.S. fleet**
- **Ethnic population shifts affect business**
- **Scrap metal export regulations set**
- **More on Phase IV**

Satellite Systems Aid Ships' Navigation

Aerospace technology applied to merchant shipping promises to help ship operators chart optimum routes, save shippers time and money on cargo movements and avoid costly weather problems. And full commercial development and use of maritime satellite systems may well be a reality before the end of this decade.

Research in the last few years has uncovered a wealth of potential uses of the satellite in maritime communications and navigation, one maritime satellite communication system is under commercial development. COMSAT General Corp., a subsidiary of COMSAT Corp., is putting together such a system.

Commerce's Maritime Administration, through a series of successful research contract programs, has thrust the shipboard-satellite communications concept beyond the experimental stages and almost into the grasp of shipowners who have long contended that satellites can expedite communications at a favorable cost-to-benefit ratio.

Their contention was documented in a recent study of maritime satellite economics showing that cargo carriers send only 25 words to shore and receive 19 words from shore each day because the century-old communications systems are so cumbersome and inefficient.

Many shipping industry officials have expressed the opinion that on-board systems for sending and receiving messages via satellite will become standard equipment and will satisfy the increasingly important communications requirements. Some envision a simple telephone communication system via satellite in the not too distant future.

The industry's heightened interest in improving communications evolves from the rapid increase in worldwide vessel traffic brought about by growing world trade. And, the almost certain promise of continued growth in international commercial activities means even more vessels on the oceans.

In addition to improving the productivity and competitiveness of U.S. flag vessels, the satellite communication system could save lives and dollars by preventing collisions on crowded sealanes and

ANTENNA—*At Kings Point, N.Y., this antenna is used to transmit messages, orders, and even summaries of the daily news via satellite to a ship at sea.*

even control pollution of the oceans by preventing groundings.

The satellite's most popular current application is as a weather aid. Weather satellite photographs have allowed meteorologists to locate storms that earlier techniques failed to spot—making possible the re-routing of vessels from storm-ridden areas.

Maritime Administration contracts point to a far more comprehensive use of the satellite—a combining of communications and navigation functions. General Electric was given a contract a year ago to develop and test an integrated vessel control system using a shipboard computer linked through orbiting satellites to a shore-based computer. The proposed system is intended to control selected ship's machinery and propulsion equipment, as well as navigation and administrative activities.

In between today's weather satellite successes and the futuristic computer-navigated vessel is a unique Maritime Administration-sponsored experiment, being conducted by the AII Systems of Moorestown, N.J.

Nine ships—some in the Atlantic, others in the Pacific—have been involved in the experiments which have been in progress throughout the summer.

The shoreside hookup is a newly established Maritime Coordination Center at the National Maritime Research Center at Kings Point, N.Y.

Innovative aspects

The project's most innovative aspect would be to make the Kings Point Center serve shipping the way an air traffic control tower serves aviation. It would be a fleet management control center that could maintain data on ship positions and provide automatic warnings of potential problem situations.

The two satellites used in the experiment are Applications Technology Satellites (ATS), launched by the National Aeronautics and Space Administration (NASA) and made available for the research effort under an interagency agreement.

These are ATS-3, launched in 1967, and the ATS-5, launched in 1969. They are earth stationary satellites, which means they move at the same speed as the earth and are always in the same relative position to the equator.

Each of the nine tankers and containerships in the experiment is equipped with receiving and transmitting equipment and an AII Systems technician is stationed on board.

Use of a "dataphone" from the shipping office to the Kings Point Center initiates the shore to ship communication. A 33-foot-diameter antenna at Kings Point transmits the message to the satellite which relays it to the ship.

Communication experiments included in the research plan are transmitting condensed reports of

MARITIME COMMUNICATIONS CENTER—*A worker at the Maritime Communications Center at Kings Point, N.Y., monitors equipment which transmits and receives messages from ships involved in the communications satellite hookup.*

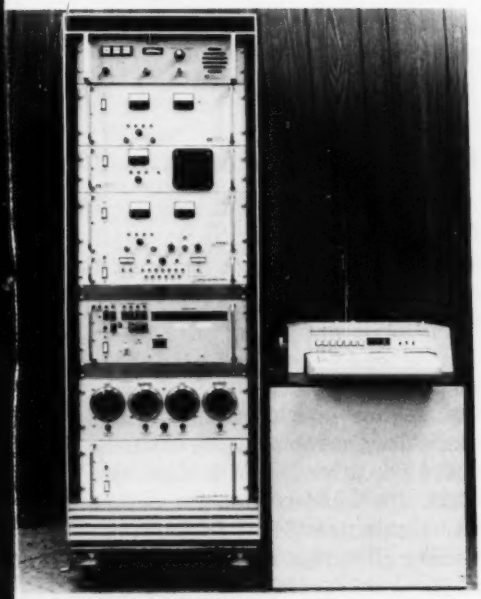
world news, all voyage repairs information, requisitions for ship stores, payroll data, and pre-plan discharge and loading data.

Navigation capabilities of the satellite system are being tested through a series of position fixes. Importance of the position fixing capabilities lies in its potential to replace costly existing navigational aids with a single system which would have greater accuracy.

Satellite communication and navigation systems encompass a research and development area receiving a high priority in the Maritime Administration.

Robert J. Blackwell, Assistant Secretary of Commerce for Maritime Affairs, said the projects are "an important addition to Maritime's on-going program to adapt aerospace technology to marine operations. Building on U.S. advancements in the computer and space sciences, we are attempting to improve the efficiency and lower the cost of operating U.S. flag vessels."

With this equipment, Blackwell continued, "American vessel operators will be able to offer customers more efficient service."



SHIP EQUIPMENT—*This shipboard installation receives and transmits messages from shoreside satellite communications system at Kings Point.*

SHIPBUILDING PACT SIGNED—*Under Secretary John K. Tabor (left), and H. F. Carr (right), vice president and secretary of Moore-McCormack Bulk Transport, Inc., of New York, discuss new contract for three oil tankers. Standing in background is Robert J. Blackwell, Commerce Assistant Secretary for Maritime Affairs.*

Shipbuilding Contract For Three Tankers Has Lowest Subsidy Rate

A $65,088,000 contract to build three new oil tankers has been awarded National Steel and Shipbuilding Co. of San Diego.

Signed earlier this month in Washington, the pact provides that National Steel will build three 38,300-ton oil carriers for Moore-McCormack Bulk Transport, Inc., of New York.

Under Secretary of Commerce John K. Tabor, in announcing the contract, pointed out that Commerce's Maritime Administration will pay $23,005,737 of the total price in construction-differential subsidy under President Nixon's program to revitalize the American Merchant Marine.

Construction subsidy, he explained, is designed to equalize the cost of purchasing a ship in the United States with the price available from lower-cost foreign shipyards.

"This contract provides ample evidence of the success of the President's maritime program in generating the new ships needed for the American merchant fleet and the increasing competitiveness of American shipbuilders," he said.

"At 35.18 percent, the subsidy rate on these new ships is nearly four percentage points better than the 39 percent target subsidy rate called for by the President's program.

"More importantly, it is the lowest subsidy rate on a conventional-type ship in the 37-year history of construction subsidies," he emphasized.

This contract brings to 50 the number of new ships contracted for under the three-year-old program. Along with 16 containership conversions also awarded, these vessels have a total value exceeding $2.4 billion.

"Today's award will continue the record level of ship construction underway in this country, as shipbuilders expand to meet the needs of the U.S. merchant fleet," Tabor said.

With this contract, National Steel has received orders for 15

new ships under the President's maritime program. Valued at more than $376 million, these awards translate into more than 11,000 man-years of work for National Steel employees.

An additional 11,000 man-years of labor is being generated in supplier industries.

The Maritime program as a whole has created more than 125,000 man-years of work for shipyard employees and workers in related industries, as well as thousands of man-years of employment for American seafarers.

Similar to three tankers of the same class ordered from National Steel last year, the Mormac tankers will be 688 feet long, with a beam of 90 feet and a full-load draft of 35 feet. Each of the 16-knot vessels will carry a crew of 25 men, when delivered in 1975-77.

Revisions In Defense Materials, Priorities Systems Are In Review

Revised and simplified Defense Materials System (DMS) and Defense Priorities System (DPS) regulations and orders were published in Part II of the Federal Register of Oct. 1 as "Notices of Proposed Rule Making."

These are:

DMS Regulation 1—Basic Rules of the Defense Materials System.

DPS Regulation 1—Basic Rules of the Defense Priorities System.

DPS Order 1—Metalworking machines.

DPS Order 2—Nickel.

The proposed regulations and orders set forth rules for assuring acceptance and performance of national defense contracts and orders in preference to other contracts and orders in accordance with Title I (Priorities and Allocations) of the Defense Production Act of 1950, as amended. Careful review of the proposed revisions of the regulations and orders by interested defense contractors, suppliers and government agencies is urged by Gary M. Cook, Acting Deputy Assistant Secretary of Commerce for Competitive Assessment and Business Policy.

Persons who desire to submit views and comments should do so in writing not later than Nov. 30 in accordance with the instructions set forth in the "Notices of Proposed Rule Making."

Export Policy For Ferrous Scrap Metal Set For October-December

Export licensing policy for ferrous scrap for shipment in the three remaining months of the year has been announced by the Commerce Department.

Licenses will be granted for exports against orders for 500 short tons or more accepted July 1 or earlier for export in October, November and December, and previously reported to the Commerce Department. Exporters will continue to be required to file with their application for a license for orders of 500 tons or more an affidavit affirming that they have the necessary scrap ear-marked for the particular export as of filing date.

Licenses for October, November, and December exports to Japan will be granted if the export has been licensed for importation into Japan by the Japanese authorities. The Japanese Government has indicated that it will issue import permits for approximately 260,000 short tons for the October-December period. This total, plus orders in the amount of 1,065,000 short tons for all other countries combined, would bring the total for all orders of 500 short tons or more to 1,325,000 tons in the three-month period. This total represents a reduction of 56 percent from the aggregate tonnage of such orders for all countries, accepted as of July 1 for export in this period, prior to the reduction by the Japanese.

For orders of less than 500 short tons, licenses for ferrous scrap, other than stainless steel scrap, will be granted in October, November and December in the amount of 75,000 short tons per month, of which 60,000 short tons will be licensed for export to Canada and 15,000 short tons for export to Mexico. A large proportion of orders for overland shipment to those countries are spot orders of less than 500 tons. These licenses will be allocated in proportion to each exporter's participation in the export market to Canada and Mexico during the period July 1, 1972-June 30, 1973. These licenses will have a validity period of 60 days following the date of issuance.

U.S. exports of ferrous scrap in August totaled 1,234,000 short tons, of which 594,000 tons were to Japan. The total is higher than July exports of 1,130,000 short tons, of which 426,000 tons were to Japan. Exports through the first eight months of this year were 8,234,000 tons, of which 4,023,000 tons were to Japan.

Commerce is reviewing the supply demand situation for 1974, and announcements on export policy for 1974 will be made later.

Housing Price Index Is Noted

The price index of new one-family houses sold rose to 144.1 (1967 = 100) during the second quarter of 1973, according to the Census Bureau.

The Bureau said this represented a 3.9 percent increase over the previous quarter. The price index is designed to measure changes in the sale price of new houses sold which are the same in eight physical characteristics: floor area, number of stories, number of bathrooms, air conditioning, parking facility, foundation, geographic division within region, and metropolitan area location.

Business Affected By Changes In Foreign-Born Population

Developments of importance to the business community, government, and other elements of society, are occurring in the foreign-born population of the United States, and in the number, origin, occupational status, age, and the like, of new immigrants.

These developments are detailed in a new 15-page booklet entitled "We the American Foreign Born" prepared and issued by Commerce's Bureau of the Census. Although intended primarily for students, the booklet presents a broad picture of interest to all persons concerned with changes in the nation's social structure.

The document, which is based on Census Bureau information, shows that in 1970 there were 9,616,000 foreign-born persons in the country, a slight decline from the 9,738,000 in 1960, and a big drop from the 14,204,000 in 1930. But the decline has not been uniform. The number of foreign-born from Europe has declined from 11,748,000 in 1930 to 7,234,000 in 1960 and to 5,712,000 in 1970. The number from Asia has increased from 276,000 in 1930 to 499,000 in 1960 and to 825,000 in 1970. The number from the Americas dropped from 2,102,000 in 1930 to 1,861,000 in 1960, and then increased to 2,616,000 in 1970.

The increase from the Americas in the decade of the sixties was concentrated largely in the countries to the South. The number of foreign-born from Canada decreased from 1,310,000 in 1930 to 953,000 in 1960 and to 812,000 in 1970. Changes for other American areas were: Cuba; 1930, 18,000; 1960, 79,000; 1970, 439,000. Mexico 1930, 641,000; 1960, 576,000; 1970, 760,000. Other American countries: 1930, 132,000; 1960, 253,000; 1970, 605,000.

From 1961 to 1970, 3,321,671 immigrants entered the country compared with 2,515,479 in the previous decade. This was the largest flow of immigrants since the decade of the 1920s.

In discussing future immigration, the booklet comments that foreign-born are now coming to the country at the rate of nearly four million a decade.

"With the American birth rate dropping as it has been during the past several years," the document comments, . . . newcomers are becoming a more significant force in American's population picture."

On the basis of a net immigration of four million a year between now and the year 2000, the Census Bureau has made a couple of projections. Assuming that each woman of child-bearing age would have an average of 2.8 babies, the nation's population would increase by 91,600,000 by 2000, and of this number 17 percent would represent immigrants during the 28-year span, together with their survivors and descendants. But if American women continue to have fewer and fewer babies, and the average is only 1.8 per woman of child-bearing age, the population will rise only 41,800,000 and in this case immigrants and their offspring will constitute 34 percent of the increase, assuming that immigrant women also have fewer babies just as other women do.

"It is probable," the booklet says, "the birthrate will be somewhere in between the two birthrates used as examples, and it is possible the number (of immigrants) entering the country may go up or down. However, we the foreign born are sure to play an important role in the future population picture in America.

"No other nation in the history of the world has welcomed more immigrants with more willingness and good will than America. . . . Be we Irish, Italian, German, Polish, Chinese, Japanese, we are today, first and foremost, Americans. It is this very diversity that makes America so unique."

The Census Bureau has issued another booklet entitled "We, the Asian Americans," showing that in 1970 there were more than two million Asian-Americans in the U.S., including 591,290 Japanese-Americans, 435,062 Chinese-Americans, 343,060 Filipino-Americans, and 761,000 persons of other Asian nationalities, including 100,000 Hawaiians. The Asian-Americans included the foreign-born as well as those born in the U.S.

This booklet revealed that the Japanese, Chinese, and Filipinos living in the U.S. were predominantly urban dwellers, that they lived mostly in the Western States, and that they had surpassed national medians in several social and economic areas. Here are some examples:

—Japanese-American families had a median income in 1969 of

IMMIGRATION STORY — *Children at the American Museum of Immigration in the base of the Statue of Liberty view diorama of the interior of an early immigrant ship bound for the U.S.*

PHOTO FROM HISTORY—*This New York Street scene at the turn of the century, crowded with immigrants, gives an idea of the early life of those who made it to the United States from foreign countries. The photograph is of Mulberry Street.*

$12,515 as compared with a median of $9,596 for all U.S. families. Chinese-American families had a median of $10,610 and Filipino-American families $9,318.

—About half of the Japanese, Chinese, and Filipino Americans had completed at least 12 years of school. Between 1960 and 1970, the proportion of them between 20 and 44 who had completed four or more years of college nearly doubled. In 1970, 26 percent of Chinese-Americans 25 years old and over had completed four or more years of college. This was true of 22 percent of the Filipino-Americans 25 and over, and 16 percent of the Japanese-Americans in the same age group. By comparison, 11 percent of all Americans 25 and over had completed four or more years of college. In 1970, 51,000 Chinese-Americans, 38,000 Japanese-Americans, and 13,000 Filipino-Americans were enrolled in colleges and universities across the nation.

—In 1970, the median value of the homes of Japanese, Chinese, and Filipino Americans ranged between $22,000 and $29,000 as compared with a national median of $17,000. Forty-seven percent of the homes were in the $25,000 to $50,000 price range, and 48 percent of the homes occupied by these Asian-Americans were owned or were being bought by the families living in them.

—The number of Chinese-American, Japanese-Americans and Filipino-American families increased 64 percent between 1960 and 1970. In 87 percent of the families, husband and wife were both present. The percentage of youth under 18 living with both parents was: Chinese-American, 90; Japanese-American, 89; and Filipino-American, 83. This compared with a national average of 83 percent.

Returning to all the U.S. foreign-born, the booklet on this subject revealed that more than 40 percent of them lived in New York and California. New York had 2,109,776 and California 1,757,990. The next three states in number of foreign-born were: New Jersey, 634,818; Illinois, 628,898; and Massachusetts, 494,660.

Major countries

Broken down into the major countries of origin, the figures for these states were:

New York: Italy, 352,711; Germany, 183,754; Poland, 168,370; U.S.S.R. 147,993; United Kingdom, 109,895 Ireland, 93,818; Cuba, 72,224; other American countries, 284,767; Asian countries, 133,114.

California: Mexico, 411,008; Canada, 153,725; United Kingdom, 129,957; Germany, 105,675; Italy, 80,495; U.S.S.R., 55,465; Asian countries, 275,540; other American countries, 108,969.

New Jersey: Italy, 116,444; Germany, 66,896; Cuba, 52,282; United Kingdom, 49,565; Poland, 49,516.

Illinois: Poland, 72,027; Germany, 68,259; Italy, 60,243; Mexcio, 50,098; Asian countries, 40,-449.

Massachusetts: Canada, 109,-714; Italy, 70,415; United Kingdom, 39,607; Ireland, 33,967.

In Michigan in 1970, 90,696 of the foreign-born were from Canada, 44,849 from the United Kingdom, and 42,499 from Poland. Pennsylvania had 93,758 foreign-born Italians, and 36,084 from the U.S.S.R. More than a score of nationalities were scattered through a number of states, particularly the industrialized states.

The 1970 census showed that 91 percent of the foreign-born were living in urban areas as compared with 73 percent of the population as a whole. About half lived in the central cities of metropolitan areas in contrast with 31 percent of the population as a whole.

The booklet explained that immigrants tend to settle in the general area of their port of entry. It was explained, for example, that more than two-thirds of those who came to the U.S. from Italy live in the northeastern part of the country where they landed. Similarly, more than half of those who came from China and Japan and landed on the west coast have remained in the West. Most of the immigrants from Mexico live in the states bordering on Mexico.

Until the 1920s, persons seeking entry to the U.S. were admitted virtually at will, and scenes of immigrant arrivals at Ellis Island were a familiar part of America. The main restrictions were a few laws passed by Congress aimed at keeping out undesirables. Excluded also in a separate law passed in 1882 were Chinese. In 1921, Con-

gress established relatively low quotas for immigrants from nations outside the Western Hemisphere, and the number of immigrants was cut drastically. Ellis Island faded into the background. In 1965, legislation was passed abolishing quotas and setting up an overall limitation on the number of persons admitted, with preference to close relatives of American citizens and of resident aliens.

Most Americans are descended from people who were born and grew up in the country. Of nearly 42,000,000 people who came to the U.S. between 1820 and 1960, 34,000,000 were from Europe. Different nationalities came at different periods, Germans in large numbers between 1840 and 1850, Irish in the late 1840s and 1850s, British, French, Norwegians and Swedes at one time or another. There was an influx of Chinese between 1850 and the passage of the exclusion law in 1882. Usually, the immigrants came under pressure of economic or political problems at home and the lure of opportunity.

From about 1895 to World War I, Italian immigrants comprised about a quarter of all persons admitted to the country. Between World War I and World War II Italian immigration fell off, only to resume shortly after World War II, although it has never returned to the pre-World War I level.

The fluctuating immigration picture is a major influence in some of the factors relating to the foreign born. For example, the median age of the foreign born in 1970 was 52 compared with 28.1 for all Americans. Still, the median age for the foreign born in 1960 was 57.2. The reason for these statistics was that many of the present-day foreign born came to the U.S. in the heyday of immigration before passage of the 1921 quota act. Yet those who arrived after 1960 were younger than the population as a whole, accounting for the drop in the foreign-born median age.

The Census Bureau booklet explains that 32 percent of the foreign born in 1970 were 65 or over. However, 86 percent of the arrivals after 1960 were under 45 as compared with 69 percent for the nation as a whole.

Up until 1922, a majority of the immigrants were male. In 1922, the percentage of males admitted dropped to 48.4. Then for a few years the percentage rose above the 50 mark. After 1930, the percentage of males admitted began a year-by-year decline, reaching a low of 25 in 1946. During the 1960s, 45 percent of the immigrants were male. In 1970, the division of the foreign born by sex was 46 percent male, 54 percent female.

Because of the higher median age, the foreign born as a whole have had less schooling than the population as a whole. In 1970, they had completed 7.4 school years as compared with 12.1 years for all Americans 25 and older. Older Americans as a group have had less schooling than younger adult groups.

Americans Residing Outside U.S. Figure In Markets, Business Too

A total of 1.7 million Americans were residing outside the United States and its outlying areas when the 1970 census was taken, a new Census Bureau report shows.

Of the total, nearly 1.1 million were members of the Armed Forces, and 680,060 were civilians. The report contains detailed data about the civilian group only. This includes federal civilian employees, dependents of federal employees, crews of merchant vessels, and "other citizens"—a category made up of businessmen, employees of foreign governments or international organizations, retired persons, missionaries and religious workers, teachers and students and their families.

About 338,000 of the 1970 civilians abroad lived in Europe and the U.S.S.R. There were also 202,000 in Asia, excluding the U.S.S.R.; 74,000 in North and South America; 33,000 in Africa; and 34,000 in all other areas.

Highlights of census findings about the civilian population abroad include:

- Almost half of the population was under 20 years, the median age being 21.1 years compared with the U.S. median of 28.1 years. The median for females abroad was 23.1 years; while the median age for males, was 15.6 years.
- In addition to the total of white persons (610,000) and black persons (40,000), there were 955 American Indians living abroad; 11,200 Japanese; 5,700 Chinese; 5,400 Filipinos, and 7,000 included in "other races."
- A total of 590,000 were born in the United States, and there were 110,000 citizens of the United States born abroad of American parents; 53,000 naturalized citizens, and 32,000 noncitizens of the United States.
- American civilians in foreign countries are better educated than the U.S. population as a whole. Their median number of school years completed was 14.3 for men and 12.7 for women compared to the U.S. median of 12.1 for both males and females.
- In all areas abroad, 57 percent of the men and 42 percent of the women, 18 years old and over, who were federal civilian employees, had the ability to speak the local language.

Single copies of "Americans Living Abroad" PC (2)-10A, are available for $2.35 from the Government Printing Office, Washington, D.C. 20402, or from Commerce District Offices in major cities.

—Census Bureau

Pricing Problems, Interest Rates Dominate New Phase IV Questions

New questions brought to the Cost of Living Council by businessmen attempting to comply with Phase IV of the Economic Stabilization Program run the gamut from petroleum to insurance to interest rates and pricing problems.

The Cost of Living Council attempted to clarify some aspects of the most complex of the "phases" by answering questions. Some questions raised most frequently are:

Q. Are interest rates subject to the Phase IV price regulations?

A. Interest rates are subject to the program of voluntary controls established by the Committee on Interest and Dividends.

Q. A retailer which is primarily engaged in operating a department store chain also operates food canning, shoe manufacturing and airline catering subsidiaries. These subsidiaries have separate management from the department stores and their sales are not made within the department stores operated by the firm. The sales or revenues which the total firm derived from manufacturing and service sales during its previous fiscal year are less than 15 percent of its total retailing sales. May the firm therefore include its food canning, shoe manufacturing and airline catering activities on a merchandise pricing plan pursuant to Section 150.305 of Subpart K?

A. No. Section 150.305 (d) states that in order for a retailer or wholesaler to include manufacturing and service activities in its merchandise pricing plan, the manufacturing and service activities must be less than 15 percent of the firm's retailing and wholesaling activities and must be integrated into the firm's primary retailing and wholesaling activities. In this case, the food canning, shoe manufacturing and airline catering activities are not conducted within the overall department store facilities. These activities are, therefore, not integrated into the firm's primary retailing and wholesaling activities and may not be included in a merchandise pricing plan.

Q. Are the intercompany charges between railroads and the charge by the railroad for repairs to other owners of cars exempt under Section 150.56 since the railroads are public utilities and the railroads consider this repair to be a service?

A. No. The "services" referred to in Section 150.56 means the service that the utility performs for the public. In the case of railroads, it means the transporting of people or freight. The charge for repair of cars is not a service in this context. Such repair charges are subject to the requirements of Section 150.11 (a) and Subpart E of the regulations.

Q. Is a service charge a price?

A. A "service charge" is considered a "price." Pursuant to Section 150.31: "Price means any consideration for the sale or lease of any property or services and includes rent, commissions, dues, fees, margins, rates, charges, tariffs, fares, or premiums, regardless of form." For example, in the banking industry, a service charge is considered to be a price which the bank charges its customers for the additional service of handling his account. Such a transaction is therefore subject to the Economic Stabilization Program Regulations. This is the same policy followed during Phase II.

Q. An insurer writes a master contract for a group with employees in 10 states affecting more than $1 million in annualized premiums. Each state under the master contract has a different rate. During the current rate revisions there is an overall increase in the master contract although rates increased in some states and decreased in others. Must this rate revision be prenotified?

A. No. The overall effect of the master contract is not a rate increase and therefore does not meet the requirements for prenotification set forth in Section 150.405.

Q. Subpart M, Section 150.403 (a) states that: Factors that reflect actual incurred costs may be used in the customary manner in the ratemaking process. Does Section 150.403 (a) refer only to actual incurred claims or losses?

A. No. This paragraph refers to any factor in the ratemaking process that is loaded on the basis of actual costs. However, it does not include factors based on actual costs (such as administrative expenses) which are projected to some future date to include anticipated increases. This type of loading must conform to the applicable limitation (such as a limitation of 5 percent for administrative expenses in Section 150.403-e).

Q. If an insurance company is not currently affiliated with a particular rating bureau may that company become affiliated under Phase IV of the Economic Stabilization Program?

A. Yes. However, if the affiliation will result in an overall rate increase an insurer may not become affiliated with a rating bureau during Phase IV without the prior approval of the Cost of Living Council. This is because affiliation with a rating bureau involves a change in the insurer's data base, and pursuant to Section 150.404 no insurer may change its data base without obtaining the prior approval of the Council if such a change will result in an overall rate increase.

Q. An insurer has $30 million dollars in earned premium from health insurance and $30 million in earned premium from property-liability insurance. Is it a pre-notifier for its health insurance? For its property-liability insurance? For both?

A. Yes. It is a pre-notifier for

its health insurance but not for its property-liability insurance. Under the definition of "pre-notification" set forth in Section 150.402, a pre-notifier is a health insurance with $50 million or more of covered earned premium from whatever source derived of a property-liability insurer with $150 million or more of covered earned premium from whatever source derived in the calendar year preceding the effective date of the proposed rate increase. In this example, the insurer has more than $50 million but less than $150 million of covered earned premium, and therefore it is a pre-notifier for health insurance only.

Q. Will a public benefit corporation which operates a mass transportation system with sales or revenues in excess of $10 million and whose fares are self regulated be required to prenotify the Cost of Living Council of a fare increase?

A. Yes. Any public benefit corporation subject to Subpart P whose fares are not regulated by a governmental body must prenotify the Council 30 days prior to putting a fare increase into effect. The authority to establish fares given to a corporation in its charter does not constitute sufficient governmental regulations to remove the corporation from the requirements of Subpart P.

Q. May bags sold to a domestic firm to be filled with fertilizer marked for export be certified as an export?

A. No, the bags do not qualify for the exemption.

Q. A wholesaler publishes price lists several times a year for the purpose of informing his customers of price changes or availability of certain products. Section 150.302 of the Economic Stabilization Program regulations defines 'adjusted freeze price', in part, as "... with respect to an item sold in a catalog, any price specified for that item in a catalog printed by a firm engaged in retailing or wholesaling prior to July 18, 1973, and which was in conformance with Section 130.13 of this chapter." Do the price lists which the wholesaler issue qualify as catalogs for the purpose of establishing adjusted freeze prices?

A. No. For the purpose of Section 150.32, a catalog is a compilation distributed to consumers, of all or almost all items sold by a firm or division of a firm. In order to qualify as a catalog, the document must contain a full and complete description of each product sold, set forth the prices at which such products are in fact sold, and constitute the principal means by which a firm or division of a firm approaches customers for the purpose of sales. In order to qualify as a catalog, the document must be published at infrequent intervals which generally do not exceed twice a year, although a catalog may be republished or supplemented at certain intervals because of special or seasonal sales.

Q. In addition to selling certain products which he manufactures himself, a firm also purchases the same product from other manufacturers and sells these products to his customers. The Economic Stabilization Program regulations pertaining to manufactured products would apply in determining the maximum selling price of the product which is purchased from other manufacturers and re-sold. Since the product ultimately sold is identical, may the firm compute a weighted average of the maximum permissible selling price for the manufactured product and the maximum permissible selling price of the wholesaled product and sell both products at the single price?

A. No. Under the regulations, a separate and distinct method is used in determining the maximum permissible selling price of products which are the result of a manufacturing operation and products which are sold as part of a wholesale or retail operation.

However, if the firm wishes to sell both products at the same price, it may sell the product at the maximum permissible selling price determined for the manufacturing operation or the retail-wholesale operation, whichever is lower. The firm may also be able to take advantage of the provision of Section 150.71 (b) which states that if a firm's sales or revenues derived from wholesaling and retailing activities amounted to both less than $50 million and less than 10 percent of the firm's total manufacturing or service activities, it may treat its wholesale and retail operations for pricing and reporting purposes as manufacturing or service activities.

New Construction Put In Place In August Totaled $137.7 Billion

The total value of new construction put in place in August was at a seasonally adjusted annual rate of $137.7 billion, according to the Census Bureau. This compares with the revised rate of $138.3 billion in July and $123 billion in August 1972.

For the three months ending August 1973, the seasonally adjusted annual rate of total new construction put in place amounted to $137.3 billion, about the same as the annual rate for the prior three months (ending May 1973) and 12 percent more than the annual rate for the three months ending August 1972. The value of new construction in August 1973, with no adjustment for seasonal variation, amounted to $12.7 billion.

The seasonally adjusted annual rate of total new private construction in August was $106.6 billion, about the same as the revised estimate of $106.9 billion in July 1973. The seasonally adjusted annual rate of total new private construction put in place during the three months ending August 1973 amounted to $106.1 billion, 2 percent more than the annual rate for the previous three months.

Executives To Plot New Marketing Strategy At New York Conference

More than 85 of the country's top marketing executives will address The Conference Board's 1973 marketing conference in New York Oct. 17-19.

Keynote speaker, William O. Beers, chairman of the board of Kraftco Corp., will discuss "Who Will Market a Free Economy?" at the luncheon Oct. 18.

The conference, expected to attract 1,200 executives, will feature 15 panels, including sessions on product and pricing strategy, sales productivity, innovations for forecasting technological change, and the 1974 sales outlook for nine key industries.

"The quality of marketing often spells the difference these days between the successful company and its also-ran competitors," says Alexander B. Trowbridge, president of the Conference Board. "The good marketing effort, of course, just doesn't happen. If there's a secret to its success, it's in the advance preparation—the behind-the-scenes kind that turns up a winning market strategy; and the kind that supports that strategy with an efficient, well-targeted selling effort. Laying this solid groundwork for marketing is the underlying theme for most of this year's marketing conference."

Included in the program are panels on "Developing Product Strategy for a Consumer Market," and "Product Strategy in Industrial Markets."

The Conference Board is an independent, nonprofit business and economic research organization. Founded in 1916, its work is supported by more than 4,000 associates, including small, medium and large companies, colleges and universities, labor unions, trade associations and government agencies. It sponsors a series of programs.

Calendar For Businessmen

Oct. 29-Nov. 2 — New York — American Society of Civil Engineers, annual meeting and environmental engineering meetings. For information, Dr. Eugene Zwoyer. Phone: 212-752-6800.

Oct. 31 — Nashville — Conference on "Business Outlook for the Nation in 1974," at University of Tennessee at Nashville. David W. Ferrell, Deputy Assistant Secretary for Economic Affairs, will be the speaker. The University and the Nashville Area Chamber of Commerce are sponsors.

Nov. 1 — Memphis — Mid-South Business Outlook Conference at Memphis State University. Dr. Sidney Lewis Jones, Assistant Secretary for Economic Affairs, will be the speaker. Sponsors are the College of Business Administration and Bureau of Business and Economic Research at Memphis State University.

Nov. 5—San Juan, P.R. — National Maritime Union Council meeting. Robert J. Blackwell, Assistant Secretary of Commerce for Maritime Affairs, will be guest speaker.

Nov. 5-7 — Washington, D.C. — Council for Urban Economic Development Annual Conference, co-sponsored by 21 organizations. For information, CUED, 1620 Eye St., N.W., Washington, D.C. 20006. Phone: 202-293-6911.

Nov. 8-9 — Washington, D.C. — National Planning Association, business advisory council meeting. "Collective Bargaining of the Coming Years," is the topic. For information, Mike Carbine, NPA, Washington, D.C. Phone: 202-265-7685.

Nov. 13-15 — Atlanta — National Association of State Development Agencies, annual international conference. For information, Jack Cawthorne, NASDA, Washington. Phone: 202-331-7880.

Nov. 15 — White Plains, N.Y. — Business Opportunity Federal Procurement Conference. For information, Lee Greif, Administrative Assistant to U.S. Rep. Peter A. Peyser, 1133 Longworth House Office Building, Washington. Phone: 202-225-5536.

Nov. 15-17 — New York — 81st annual meeting of the Society of Naval Architects and Marine Engineers.

Nov. 27-28 — Milwaukee — Conference on Port Planning and Development, sponsored by University of Milwaukee, Center for Great Lakes Studies.

Dec. 4-5 — Philadelphia — Environmental Law, two-day practical course for managers and engineers, sponsored by International Association for Pollution Control. For information, IAPC, 4733 Bethesda Ave., N.W., Suite 303, Washington, D.C. 20014. Phone: 301-652-3420.

Dec. 6 — Washington, D.C. — Atomic Industrial Forum Seminar on Nuclear Merchant Ships.

Jan. 6-9, 1974 — New York — 63rd annual convention of National Retail Merchants Association. For information, Convention Coordinator, 100 W. 31st St., New York, N.Y. 10001.

March 4-5, 1974 — Louisville — Fourth Environmental Engineering Conference, sponsored by International Association for Pollution Control and University of Louisville.

April 1-4, 1974 — Detroit — Water and Wastewater Manufacturers Association, Industrial Water and Pollution Conference and Exposition. For information, Robert C. Hughes, 744 Broad St., Newark, N.J. 07102.

SCIENCE & TECHNOLOGY REPORT

- **National effort proposed to combat fire damage**
- **Businessmen chosen for marine advisory group**
- **Greased antennas will increase safety of ships**
- **Science calendar**

Modernized Patent System Is Proposed

A bill to strengthen the U.S. patent system substantially has been sent the Congress by President Nixon. Known as the President's Patent Modernization and Reform Act of 1973, the proposed legislation is the result of a study of the patent laws conducted over the last several months by Commerce, the Justice Department and the President's economic advisers.

This legislation would improve through changes in the patent examination process the strength and reliability of issued patents. It would also simplify procedures for obtaining patents and make more complete and precise the disclosure of technology contained in patents, as well as speed the disclosure of such technology to the public. The bill is designed to enhance the value of the patent grant, by adding certain new provisions concerning enforcement of patents.

The U.S. patent system "has enormously stimulated our progress and prosperity," President Nixon noted in his message to the Congress on the bill. "While the patent system has changed only slightly since the 19th century, the social and economic structure of our nation has, of course, undergone profound change," he added.

In view of the technological and information explosion in recent years, the adequacy of existing procedures for issuing valid patents has been questioned. The Administration's bill is designed to strengthen the confidence of the public in the validity of issued patents and in the value of the patent grant itself.

Examination procedures

Examination procedures would be thoroughly restructured to assure the issuance of valid patents by obtaining as much information concerning the patentability from all sources as is practicable before the Patent Office issues a patent. Patent examiners would be given additional tools to perform their job. Broad public participation in the review of patent applications would be provided, so that members of the public may, prior to issuance, inform the Patent Office of facts in their possession which might affect the Office's decisions regarding the issuance of a patent. Together, these changes will permit the Office to obtain information not now available in some of the cases.

All patent applications would be published when found to be allowable by the Patent Office, and the public would be given up to six months to bring to the attention of the Office any information relevant to the allowability of the applications.

Patent applicants would be required to assist the Patent Office in the examination process. They

would be required to disclose all pertinent information to the Office throughout the examination proceeding, together with a written explanation of why they believe their inventions are patentable notwithstanding this information. The additional tools given the patent examiner would include, in appropriate cases, authorization to require an adversary examination proceeding and assistance from a special officer in such a proceeding, including access to adequate discovery techniques. Patent Office decisions would more generally follow the Administrative Procedure Act, and the applicant would have the burden of persuading the Office that the claims he seeks are patentable.

Technology disclosure

The bill would encourage a more rapid disclosure of new technology, and applicants would be required to make a more complete disclosure of the invention on which they seek a patent. A 20-year term of a patent would be measured from the date on which the application is filed rather than the present 17-year term from the date a patent is granted. This would provide an incentive for applicants to help speed the processing of their applications to the Office, to avoid losing part of their patent term.

Applications would specify all novel or unexpected properties or results relied on in seeking a patent. They would include the best mode of commercially practicing (in "trade and industry") the subject matter to be patented. Patent claims would be drafted in a clearer format, separating, wherever possible, the inventive contribution from background information.

Procedures for filing and obtaining patents would be simplified. One change would permit the owner of an invention, not just the inventor, to directly obtain a patent. This step should remove some of the present procedural hurdles to filing of applications by corporations, universities or other research organizations.

The bill would also simplify troublesome problems of amending applications and would give the Patent Office greater flexibility in examining applications containing more than one invention.

Fee schedule replaced

The present set schedule of statutory Patent Office fees would be replaced by a provision giving the Commissioner of Patents discretion to charge fees to recover 65 to 75 percent of the cost of the Office. In addition, a new fee provision would be designed to encourage the lapsing of unused patents 10 and 15 years after filing unless good faith efforts were being made to commercialize them.

The bill would strengthen the value of a patent grant. In addition to the procedural reforms which would strengthen the patent examination and issuance process, giving greater assurance of validity to those patents which issue, specific provisions are included which enhance the enforceability of patents. For instance, current law leaves the owners of U.S. process patents unprotected against importers who sell foreign products that have been manufactured by utilizing processes developed in the United States. The bill would change this law so that exclusive sales agents or affiliates of foreign competitors who handle such products would be considered patent infringers.

Settling disputes

It would also permit the patent owner to settle disputes over the infringement and validity of his patent without resorting to expensive and time-consuming court litigation. Patent owners and those accused of infringing patents could, if mutually agreeable, turn to arbitration for resolution of disputes.

The bill also contains provisions to avoid problems of possible abuse when licensees and assignors of patents raise challenges to patent validity. Moreover, the bill would insure that the patent law would not preempt trade secret laws, provided that the trade secret laws do not interfere with ideas in the public domain. Decisions of the Supreme Court in these areas would not be disturbed, but the bill would overrule a recent Court of Appeals decision which threatens the validity of trade secret protection for American technology.

The bill would retain the basic criteria for patentability, including the standards of unobviousness, novelty and utility. It preserves the American concept of giving the patent to the person who is first to invent, because it is believed that he is the individual most deserving of recognition and encouragement. In doing so, the bill rejects the approach of certain foreign countries that award the patent to the first applicant to file for a patent.

Case law unchanged

Finally, the existing state of case law on antitrust standards for patent licensing that has been determined by the courts would not be changed. There has been some concern by the President that the case-by-case approach to patent licensing has eroded the value and reliability of the patent grant. Various proposals dealing with the relationship between the patent laws and the antitrust laws were carefully studied and reviewed by the Secretary of Commerce, the Attorney General and the President's chief advisers on economic policy. After much study, however, they concluded that, while there is some reason for concern, there is no clearly demonstrated need or justification for introduction of any patent licensing proposals at this time. They also concluded that the legislation proposed by the Administration would help counter the threat of erosion of the patent system by improving the reliability of the patents issued by the Patent Office.

National Effort Proposed To Combat Fire Damage Which Takes Big Toll

Proposed legislation of major importance to the business community, to state and local governments, and to all persons affected by the death and destruction caused by fires has been presented to Congress for action.

The legislation, forwarded by Secretary of Commerce Frederick B. Dent, provides for a comprehensive national program designed to pull together in one place and coordinate a national effort to combat fire damage.

Entitled the "Fire Safety and Education Act of 1973," the bill would focus on three major fire safety functions: a training and education program, including a public awareness effort; a national system of fire data and information; and a research and development program.

In a letter to chairmen of Congressional committees concerned with the problem, Dr. Betsy Ancker-Johnson, Assistant Secretary of Commerce for Science and Technology, pointed out that each year 12,000 people are killed throughout the United States by fires and that "tens of thousands of persons are scarred physically and emotionally.

"Additionally," she added, "over $11 billion of our resources are wasted by destructive fires. Further, the fire-fighting profession is the principal hazardous occupation in the United States in terms of severity of injuries and frequency of deaths."

To create an entity

The letter was addressed to Senator Warren G. Magnuson, Washington, Chairman of the Senate Commerce Committee; Representative Olin E. Teague, Texas, Chairman of the House Science and Astronautics Committee; and Representative John W. Davis, Georgia, Chairman of the Science, Research, and Development Subcommittee of the Science and Astronautics Committee.

The proposed legislation follows basic recommendations made in a report to President Nixon last May by the National Commission on Fire Prevention and Control, which proposed that an entity be created in the Federal Government to review the fire problem in its entirety, direct attention to neglected aspects of the problem, and serve as a conduit for inter-governmental cooperation needed to combat the problem.

The legislation would direct the Secretary of Commerce to coordinate and review existing federal fire programs, identify and make recommendations concerning competing, overlapping and duplicative federal programs, encouraging federal interagency transfer of fire technology, and encourage existing and future fire development programs in the state and local governments, and in the academic and private industry sectors.

In her letter to the Congressional Committee Chairmen, Dr. Ancker-Johnson said that in order to carry out the functions set out in the proposed legislation a National Bureau of Fire Safety would be established in the Commerce Department. The Bureau would be composed of a National Fire Academy System, a Fire Research and Development office, and a National Fire Data Information System.

The National Fire Academy System would support a three-level training and education program designed to bolster local and state basic training programs, sponsor specialized education and officer training courses at established educational facilities, and establish an Academy to conduct courses in management and command for senior officers and other advanced and specialized courses. These programs would be operated in close conjunction with all elements of the fire services.

The Fire Research and Development Office would fund appropriate research and development programs in an effort to make the U.S. environment more fire safe. It would focus on fire prevention and containment, fire services technology, automatic fire detection and loss control, research on fire characteristics and human factors related to the development of fire safety programs.

To avoid duplication of effort, it is proposed that the National Science Foundation fire research program be transferred to the Bureau. Use would be made of the fire research capabilities of the National Bureau of Standards.

The National Fire Data Information System would be directed toward the collection, analysis, and dissemination of fire accident data and the gathering, cataloging and abstraction of technical information about fire.

Dr. Ancker-Johnson expressed her belief that such a program, coordinated through a systems management approach, "will drastically reduce" the death toll from fire.

Businessmen Chosen For Advisory Group

Seven new members have been appointed by Commerce Secretary Frederick B. Dent to the Department's Marine Fisheries Advisory Committee which advises the Secretary on programs carried out by Commerce's National Oceanic and Atmospheric Administration.

Topics of concern to the Committee include fisheries, conservation, aquaculture, biological and environmental research, fisheries technology, certain sections of the Marine Mammal Protection Act of 1972, and advisory services for sport and commercial fisheries.

Members of the Committee are chosen for recognized competence and proven interest in the marine

fishery resources of the U.S. and are appointed for a one-year term. Members are eligible for additional terms for purposes of continuity. They are also chosen to achieve both balanced geographic representation as well as a broad view of the U.S. commercial fishing industry, marine sport fishing, the academic community, conservation interests, state governments, and the consumer.

New members

The new members of the Committee are:

Lawrence W. Appelbaum, vice president of Penguin Frozen Foods, Northfield, Ill.; Frank L. Cassidy, Jr., Vancouver, Wash.; John W. McKean, Portland, Ore.; Dr. Theodore B. Ford, Louisiana State University, Baton Rouge, La.; Charles A. Black, president, Mardela Corp., Burlingame, Calif.; Frank G. Goto, general manager, United Fishing Agency, Ltd., Honolulu, Hawaii; and Dr. James W. Burks, M.D., Professor of Medicine, Tulane University, New Orleans, La.

Reappointments

Members who have been reappointed for another one-year term are:

Theodore T. Bugas, Astoria, Ore.; Charles R. Carry, Redondo Beach, Calif.; Dr. James A. Crutchfield, Jr., Seattle, Wash.; Jacob J. Dykstra, Wakefield, R. I.; Ray H. Full, Vermilion, Ohio; William B. Hannum, Jr., Key West, Fla.; Allen W. Haynie, Baltimore, Md.; John D. Isaacs, III, Rancho Santa Fe, Calif.; Harold E. Lokken, Seattle, Wash.; Henry Lyman, Canton, Mass.; John Mehos, Galveston, Tex.; Howard Nickerson, New Bedford, Mass.; William F. Rockwell, Jr., Boston, Mass.; John J. Royal, San Pedro, Calif.; Richard H. Stroud, Springfield, Va.; Robert M. Thorstenson, Petersburg, Alaska; Dr. James A. Timmerman, Jr., Charleston, S.C.; Clifford V. Varin, West Sayville, N.Y.; and William H. Witherspoon, Corona del Mar, Calif.

Greased Antennas Will Increase Safety Of Ships In Stormy Seas

A simple coating of silicone grease will make the oceans much safer places for the ships and cargoes of world merchant fleets.

The National Oceanic and Atmospheric Administration reports the solution to a problem which has hampered radio communications at sea during stormy weather since ships first began using wireless. During long periods of heavy weather, salt spray and water often short-circuit the insulators of radio antennas to such a degree that ships cannot communicate with each other or with shore stations, creating an especially hazardous condition for vessels requiring aid.

The radio antennas are isolated from the ship's steel structure by porcelain insulators located near the deck at the base of the antennas. As long as these insulators are clean and dry, and have a high polish, they prevent the electrical current in the antennas from short-circuiting to the ship's steel hull. But when these insulators become covered with salt crystals and rain water, the electrical current is diverted to the steel hull. The antennas' radiated power is diminished and, during prolonged storms, often ended entirely.

This problem has now been solved by coating the porcelain insulators with a silicone grease to which water will not adhere. To protect the grease from other contaminants, such as dust and particles from burned fuel oil, it is sheltered with a fiberglass shield shaped like an inverted funnel.

The new development may also prove a boon to radio and television broadcasting. The same technique used on ships is also applicable to the antennas of radio and television broadcasting stations to prevent accumulations of ice and snow on their insulators. This accumulation, sometimes short-circuits the insulators on the antennas, causes the undesirable shift in directional arrays, and prevents stations from broadcasting in very severe weather.

Science Calendar

Oct. 18-20—Denver, Colo.—Denver Hilton Hotel. 28th Midwest Quality Control Conference. Sponsored by: Midwest Conference Board, ASQC Denver Section. Contact: Jerry L. Whitson, 2660 Atchison, Aurora, Colo., 80010.

Oct. 22-24 — Philadelphia — Philadelphia Civic Center. Second International Pollution Engineering Exposition. Contact: Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y., 10017.

Oct. 24 — Gaithersburg, Md.—National Bureau of Standards. Fire Retardant Conference. Sponsored by NBS and Fire Retardant Chemical Assn. Contact: John Krasny, 921-3479.

Oct. 25-26—Milwaukee, Wis.—Marc Plaza Hotel. 1973 Fall Conference of American Society for Quality Control Chemical Division. Contact: E. L. Schaut, 2401 Taylor Avenue, Racine, Wis.

Oct. 29-Nov. 2—Gaithersburg, Md. National Bureau of Standards. 6th Materials Research Symposium. Sponsored by NBS.

Nov. 14-16 — Gaithersburg, Md. — National Bureau of Standards. National Conference of Standards Laboratories' 1973 meeting.

Nov. 19-20 — Gaithersburg, Md. — National Bureau of Standards. Computer Security Symposium. Clark Renniger, 921-3195.

Nov. 27-28 — Gaithersburg, Md. — National Bureau of Standards. Conference on Automation and Productivity. Sponsored by NBS. Contact: Ed Johnsen, 921-2381.

INTERNATIONAL COMMERCE REPORT

- **U.S. energy seminars in Latin America**
- **Impact of EC rules of origin**
- **Surging U.S. sales prospects in Germany**
- **Signs of recovery in Bahamas**
- **Rapid growth in Netherlands Antilles economy**
- **World trade, investment opportunities**

U.S. Firms Forecasting Sharp Trade Rise

U.S. exporters have revised sharply upward their forecasts of 1973 shipments to foreign markets. Importers also raised their trade estimates, but to a lesser degree.

Supporting these new forecasts are such factors as the continued vigor of business activity here and abroad, grain shortages overseas, and the U.S. fuel deficit. Realignment of the dollar and other currencies this year is also a contributing factor.

These views were reported to Commerce's Domestic and International Business Administration in a third semi-annual trade projection survey, jointly taken in May with Treasury's Office of the Assistant Secretary for International Affairs—Research. The 224 exporters and 172 importers completing the questionnaires accounted for 49 percent of U.S. exports and 34 percent of imports in 1972. Respondents were principally manufacturers, trading firms, mining companies, and retailers.

The firms surveyed were asked to reexamine their trade projections for 1973 submitted in the December 1972 survey and to include particularly the impact of this year's currency realignments. Revealing a considerably more optimistic outlook, they anticipated an export advance of 19.4 percent, nearly twice the rate cited previously. Importers also reported higher expectations, but the increase was not as great as for exports; they foresaw a 14.9 percent rather than an 11.2 percent rise in the value of goods entering the country.

> *Although the projection period for this survey—the calendar year 1973—is nearly completed, the information supplied by the respondents is regarded as an important aid in improving trade forecasts and in interpreting the relative importance of the various factors affecting exports and imports.*

Experience with data provided in the first two surveys shows that the projected changes can be used best as indicators of shifts in the nation's export and import growth rates rather than to make specific estimates of overall trade levels. The figures in the latest survey point to a much improved U.S. trade balance this year, a judgment supported by actual Census Bureau trade data for the first eight months.

The more hopeful export prospects derived mainly from the strong demand for U.S. goods associated with continued high levels of business activity abroad. Nearly half of the U.S. export rise was attributed to the economic situation, with most of the gain from this

Factors Behind '73 Trade Growth Projected By U.S. Business

Factors	Share of projected increase	
	Exports	Imports
	Percent	
High level of business activity		
In the United States	—	26
In foreign countries	46	—
Shortages		
Fuel in the United States	—	34
Grains in foreign countries	27	—
Dollar devaluation and other exchange rate changes	7	8
Other factors	20	32
Total	100	100

factor occurring in deliveries of transport equipment and machinery.

Boom in grain shipments

Crop shortages affecting food and feed grains in West Europe and Communist Europe were ranked as the second most important stimulus to exports in 1973. By last May, exporters saw these deficiencies as a much more significant determinant of the total value of their sales than they did in December. Price and volume increases for grains and related products were to contribute more than one-fourth of the year's rise in total exports.

The dollar devaluation and other currency changes this year were also expected to be positive factors in export sales, although with more limited effects than foreign business activity and crop shortages. Increased volume rather than higher prices was cited as responsible for the major share of the rise in export values, indicating that exporters are passing on to their customers most of the price benefits of the exchange rate realignments.

On the negative side, strong demand for goods in this country was cited as a depressant on some export sales. This assessment is consistent with reports of lengthened factory delivery times and various product shortages.

Fuel shortage impact

The U.S. fuel shortage was seen by firms surveyed as the principal factor behind the rise in the nation's overall imports this year. About one-third of the total increase in shipments from abroad was to result from the greater quantities of foreign petroleum needed to supplement domestic supplies and the higher prices reflecting the oil producing countries' pressures for greater revenues. This substantially higher ratio than foreseen earlier was made possible by the elimination of the U.S. petroleum import quotas on May 1.

Nearly as significant an influence on imports is the continued advance in U.S. business activity. Economic expansion was cited as accounting for more than one-fourth of the year's total expected import increase.

Import prices higher

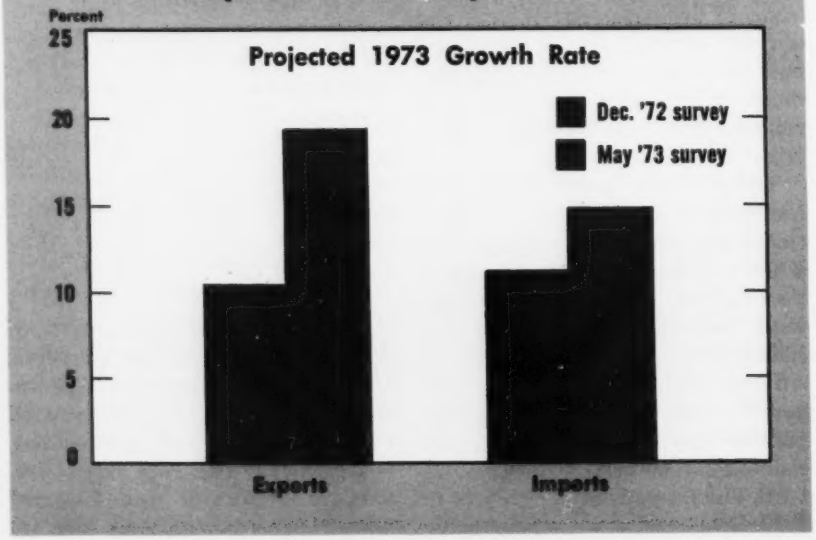
Exchange rate changes were expected, on balance, to raise the value of imports considerably more than in the second survey. Higher prices necessitated by these changes were to more than offset reduced volume of some imports mainly from Japan.

Shift in area shares

The increased trade resulting from commodity shortages in this country and elsewhere was expected to affect the relative position of various area markets and sources of supply. Expanded deliveries of grains were to boost the shares of West Europe and Communist Europe in U.S. exports, while the fuel deficit was to raise the share of U.S. imports supplied by Latin America (chiefly Venezuela), the Middle East, and Canada.

Revisions downward in the growth rate of imports from Japan and upward in the export rate to that country are other notable changes between the second and third trade surveys. These shifts are largely a consequence of the higher cost of Japanese goods due to currency changes and greater purchases from other countries less affected by these developments, as well as expanded grain sales to Japan.

U.S. Business Expects Faster Growth In Exports Than Imports In '73



OPENING IN BUENOS AIRES—*On seminar team's first day in Argentina, Chairman J. J. Flaherty (at podium) addressed an audience of 200. Attendees were provided earphones for receiving simultaneous translation.*

U.S. Seminars On Energy Attract 1,000 End-Users In 3 Latin Cities

More than 1,000 Latin American engineers, utility heads, local officials, and industry end-users met recently with a U.S. technical seminar team for state-of-the-art talks on energy, in Sao Paulo, Buenos Aires, and Asuncion.

The seminar, sponsored by the Commerce Department, was billed as "POWERTECH 80," stressing the importance of planning for power and industrial energy needs in the next decade. Participants were from 14 major U.S. engineering, management consulting, and manufacturing firms and were joined by senior officials from the Bonneville Power Administration, Tennessee Valley Authority, Federal Power Commission, and Atomic Energy Commission. J. J. Flaherty, Assistant General Manager of the AEC, was seminar chairman.

Many of the attendees remained after the technical presentations, for sales sessions with individual seminar participants. As a result, industry team members project combined 12-month sales of U.S. goods and services at $35 million, exclusive of major hydroelectric projects that will be coming on-stream in all three countries, during the next eight years. More than 170 promising sales leads were uncovered and 23 agent, licensee, and/or joint venture agreements were either consummated or will be within 12 months. The U.S. posture as a primary supplier of know-how and equipment for peaceful development of atomic energy was emphasized in Brazil and Argentina, countries where the need for non-fossil fuel resources will become paramount in the 1980s.

Spin-off seen in Brazil

In Brazil, mutual discussion generated by POWERTECH 80 — concerning advanced technology and equipment needs of local end-users—was probably the most significant, immediate result of the seminar. Important commercial spin-off is expected to follow, in an import market where the U.S. share of power and industrial electric equipment and services had been steadily declining, according to recent trends.

Participation by the Director of Brazil's federal power authority, ELETROBRAS, as co-chairman of the Sao Paulo event, and by other officials and practically all major utility heads was invaluable in helping generate local interest of chief engineers and industrialists.

Major power and transmission projects in Brazil which warrant intensive U.S. industry effort include the mammoth, $2 billion Itaipu program; the Furnas/Itumbiara undertaking, for which the World Bank recently granted a $125 million loan; a $112 million expansion by CESP, Brazil's largest utility; and the nuclear phase of Brazil's power development program, to begin in the 1980s. "Of significance here," remarked Chairman Flaherty, "is the fact that U.S. equipment is now coming within the price range of major U.S. competitors from Europe and Japan . . . and our technological expertise remains paramount."

Argentine interest keen

The interest displayed by utility heads, engineers, industrialists and other end-users in Argentina exceeded expectations. Commercial

PRESENTATION IN BRAZIL—*A U.S. medallion was awarded by Chairman Flaherty (right) to Dr. Mario Behring, Director of Eletrobras and co-chairman of the Sao Paulo seminar.*

AT PRESIDENTIAL OFFICES— *Paraguay's President, Alfredo Stroessner (right), welcomed Powertech 80 participants in Asuncion. The Commerce Department's Roger Turner, Deputy Chairman of the seminar, is fourth from right.*

prospects for U.S. firms were obviously advanced by the demonstrated interest of U.S. Government and private sector officials in Argentina's development. U.S. Government officials met with their counterparts in Argentina's federal power agency and leading officials in the major utility, SEGBA.

U.S. suppliers confirmed that the investment which will be required for Argentina's transmission and distribution needs is almost as great as its generation component, presenting a market for U.S. suppliers of $1.6 billion between now and 1980. The engineering and consulting services required for major projects will be substantial, as will be the international financing necessary to get them underway.

Good market in Paraguay

Paraguay's program was highlighted by the participation of heads of ANDE, the Government power authority, and the Public Works and Communications Administration. Given Paraguay's veto power over Itaipu construction and related activity on its soil, strong local participation was considered important to the success of the seminar and its commercial spin-off for U.S. suppliers.

When major hydroelectric projects like Itaipu come on-stream, the real need for U.S. technology in developing light manufacturing and export-oriented industry is expected to increase. Of more immediate interest is the probability that major U.S. suppliers of power generating equipment and engineering services will have a big input. U.S. exports to Paraguay should rise proportionately; and efforts to develop infrastructure for Paraguay would become imperative.

The following firms comprised the seminar team: Allis Chalmers, Burns & Roe, Curtiss-Wright, Foster Wheeler, General Electric, Gilbert Associates, Gould (Industrial Battery Division), I-T-E World Trade, Joslyn Manufacturing & Supply, Kaiser Engineers, M. W. Kellogg, Power Technologies, Reliance Electric, and Solidstate Controls.

Members were unanimous in their belief that the combined efforts of Government and industry contributed greatly to the interest that was generated. A representative from Burns & Roe expressed it succinctly when he remarked: "The U.S. supplier can use more efforts of this type to help him compete effectively with Japanese and European counterparts."

U.S.-China Trade Council Sending Mission To Peking

The newly-established National Council for United States-China trade will send its first delegation to the People's Republic of China next month. It will be the first such mission to visit the PRC since 1949.

The group, which will be in China for 12 days beginning Nov. 5, will lay the foundation for a range of reciprocal trade arrangements between the United States and China. It plans consultations with the China Council for the Promotion of International Trade in Peking and a visit to the Fall Chinese Export Commodities Fair in Kwangchow.

The mission will be led by Donald C. Burnham, Council chairman and chairman of Westinghouse Electric Corp., and Christopher H. Phillips, Council president. They will be accompanied by seven members of the Council's Board of Directors.

For information about establishment of the National Council for United States-China Trade see June 11 issue of *Commerce Today*, Page 8.

ASIE International Trade Exams Scheduled Nov. 10

Career international trade examinations will be offered Nov. 10 at commercial centers across the country by the American Society of International Executives. These 20th semi-annual professional exams are given in three categories: Certified documentary specialist, for which one year's experience is required; certified international executive, for which two years of experience are required; and qualified international executive, five years' experience.

Applications for the examinations must be approved by Oct. 20. For costs of study outlines and examination fees, write ASIE, 734 Land Title Bldg., Philadelphia, Pa. 19110; phone, 215-563-8250.

EC Trade 'Origin' Rules Will Have Growing Impact

Some U.S. exporters of parts, components and raw materials may soon find their sales adversely affected by a little known set of "rules of origin" trade regulations designed by the nine-member European Community.

These complex and potentially significant regulations affect the EC's exports to and imports from some 62 nations with which the Community either has or is negotiating preferential trade agreements. The rules impose stringent limitations on the amount of U.S. and other third-country parts and materials that may be incorporated in finished products traded between the EC and any of its preferential partners, for such products to be eligible for the reduced or free preferential duty rate.

U.S. Government position

The U.S. Government has taken the position that these rules of origin are highly restrictive and will damage U.S. and other third country exports of parts and materials to countries which are members of these arrangements. In the U.S. view, manufacturers of finished goods in the member countries will tend to use parts and materials which qualify under the rules at the expense of parts and materials from non-member countries, in order to benefit from reduced or free duty rates on sales of finished goods in the preferential markets. This discrimination is in addition to the disadvantage which U.S. and other non-member firms face from the formation of a preferential or free-trade area. Under such arrangements, of course, firms in the preferential area pay no duty or reduced duties, while U.S. and other non-member exports to the area face the full duty imposed on imports from third countries.

The Community has preferential trade arrangements in effect with 22 nations in Africa, 15 in Europe and the Mediterranean basin, and is negotiating more than 25 additional agreements with various countries throughout the world. Each is a bilateral arrangement between the EC and its preference partner, including such nations as Sweden, Switzerland, Portugal, Spain and Norway. Under these arrangements, both the EC and its preferential partner retain their own individual external tariff rates which apply to imports from the United States and other third countries, while duties on industrial trade between the EC and the other signatories are substantially eliminated for industrial products.

"Rules of origin" provisions are a basic element of each agreement. These rules, which vary substantially from tariff heading to tariff heading, define what products are eligible for reduced duty benefits when traded between the Community and its preferential partners. They are justified as necessary to prevent exporters in non-member countries from shipping a product to a preferential country with a low external tariff, which is then re-exported duty-free to the partner with a higher external tariff, thereby avoiding the higher tariff. Since the EC has a common or unified external tariff, the rules of origin do not apply to trade within the Community.

For some products, the EC rules of origin sharply limit the amount of parts or materials imported from non-member countries that may be used in a finished product produced in a member country, if the product is to qualify for "origin" status.

For example, a radio transmitter will not qualify if more than three per cent of its total value consists of transistors purchased from outside the preference area. (Some of these preferential agreements would disqualify a radio transmitter using any non-origin transistors.) Similarly, a pair of men's slacks will not qualify if it has been manufactured from fabric supplied by a U.S. or other third-country firm.

A product that does not qualify is assessed the importing country's full external tariff rate, instead of the lower preferential rate—in many cases, free—even though most of the value of the product is added within the preferential area.

Difficulties may arise

Difficulties for U.S. exporters may arise indirectly to the extent that such a restrictive definition of origin limits member country producers from gaining favorable tariff status on the exportation of finished products containing U.S. components. For example, a German manufacturer of radio transmitters might continue to buy transistors from the United States because of superior U.S. quality or lower cost even though these transistors constitute more than 3 per cent of the value of the finished transmitter. However, in such an event his products would be assessed the full external duty rate when sold to Sweden, Norway, Portugal or any other preferential country. Alternatively, he could use transistors manufactured in the preference area and thereby qualify for the preferential rate.

In an example such as this, the pressures toward switching his sourcing could be enormous. Assume that the German radio transmitter is valued at $100 and that $4 worth of U.S. transistors are used in the production process. When the transistors are imported into Germany the normal duty rate on such a product would be paid.

In the case of transistors, the duty rate is 17 per cent, requiring payment of $.68. If the finished equipment were exported to Sweden, the full Swedish MFN duty would be applied to the finished

radio transmitter because it would be judged a non-origin product. The applicable Swedish rate is 7 per cent, resulting in a $7 duty payment. Consequently, if the German firm were to use $3.00 (3 percent of the value of the transmitter) rather than $4.00 of imported U.S. transistors per finished item, a savings of $7 duty could then be realized. This is obviously a strong inducement to switch to an origin supplier of transistors.

The German firm's decision as to whether or not to switch, of course, will in actuality depend on a number of factors. Such factors include the importance to the firm of sales to the preference areas, the amount of duty preference that might be saved by qualifying for "origin" status, and the availability of competitive parts and materials from origin sourcing. Other factors include such things as whether or not the German firm would have to restyle its equipment if it switched sourcing, and the complexity of the rules, which entail increased inventory, control and record keeping requirements.

Now becoming significant

Although the EC "rules of origin" have been in effect since the Community first initiated preferential trade agreements, the rules are only now becoming commercially significant. The reason for this is that the rules only apply to goods traded between the EC and its preference partners, and the percentage of total world trade affected by the early EC preferential agreements—which were negotiated principally with developing countries in Africa—was so small that the rules had a negligible impact.

However, since early 1973 the Community has implemented free trade agreements with the larger western European nations of Austria, Iceland, Norway, Portugal, Sweden and Switzerland, and an agreement with Finland is expected shortly (See *Commerce Today, Oct. 16, 1972*). Under the terms of these agreements, duties and other restrictions on trade in industrial products between the EC and these other western European countries will generally be eliminated in five equal stages by July 1, 1977. The second stage of duty reductions will occur this coming Jan. 1, bringing the total duty reductions to 40 percent as of then.

Major impact

More than 40 percent of total exports from these European countries are to the EC, while more than 12 percent of total EC exports go to them. Consequently, as duties are progressively eliminated among nearly all western European countries, rules of origin could begin to have a major impact on European sourcing of components and materials. These nations are also major traders in their own right, and the EC rules of origin will also apply to trade among themselves (e.g., exports from Sweden to Norway). U.S. exports of parts and materials to these seven nations, some of which are incorporated in finished products that are exported to another of the countries, will consequently be affected.

It is too soon to estimate accurately the full impact of the EC's system of "rules of origin" on the United States. Obviously, however, some U.S. exporters of components will be hurt; judgments as to which ones, and how badly, will have to wait until trade statistics and industry reports are available.

The U.S. Government held hearings on the EC's agreements with these countries this past spring. At that time, a number of U.S. firms and trade associations commented on the rules of origin both in oral and written testimony. Because of the difficulty of assessing the impact of the rules at that time, however, the hearings were left open for affected firms to file written testimony at any time in the future.

Following the hearings, the U.S. Government took a strong position against the EC's restrictive origin rules in the reviews of the agreements with Austria, Iceland, Portugal, Sweden and Switzerland held by a Working Party established by the General Agreement on Tariffs and Trade (GATT). A number of other countries supported the United States in this position.

It is anticipated that the United States may continue to press this issue within the GATT. Accordingly, specific information regarding the impact of these rules will be useful.

Any firm which has been or believes it may be adversely affected by the EC's system of rules of origin may report the details to the Office of the Special Representative for Trade Negotiations, 1800 F Street, N.W., Washington, D.C. 20506. As complete details as possible, including the specific rule involved, the tariff heading, the countries affected and so forth, should be reported.

Additional information regarding a specific rule may be obtained from the Office of International Trade Policy, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230 or telephone 202-967-5145.

Spanish Government Allows Merger Of Big Steel Firms

The Spanish Government has approved the merger of two of the three largest steel manufacturers, Ensidesa and Uninsa. The new firm will be known as Ensidesa and is expected to be completely merged by early 1974. INI, the national public holding institution, owns 92 percent of Ensidesa and 68 percent of Uninsa.

Ensidesa will not only be the largest steel manufacturer in Spain, but the largest industrial concern in the country. It will also be the second largest industrial employer, with more than 24,000 employees.

Trade Fairs, Centers

U.S. Exhibitors Needed For Four Commerce Shows

U.S. manufacturers are being recruited to display their products at Commerce Department - sponsored exhibits in Japan, Italy, Spain, and Taiwan.

Lasers and electro-optical equipment and components: Japan. The Japanese market for laser and electro-optical equipment has had an average annual growth rate of 30 percent for the past three years. Total sales for 1970 were $50.8 million, $76.7 million for 1971 and $106.4 million for 1972. Japanese imports of these products have been increasing by 30 percent per year for the last three years.

U.S. products dominate the Japanese import market and sizable sales increases of American equipment are expected. Recent market research reveals considerable potential for U.S.-made lasers, laser systems, infrared equipment and systems, optical measuring instruments, and ancillary equipment and components.

U.S. manufacturers of laser/electro - optical equipment can either enter or expand sales of their products in Japan through a Feb. 12-16 exhibit at the U.S. Trade Center in Tokyo.

The recent currency revaluation gives U.S. manufacturers an added competitive advantage. In addition, the high rate of inflation in Japan and the recent realignment in the dollar-yen rate, which depreciated the dollar by about 35 percent, should result in considerable advantage to U.S. exporters.

Solid state lasers of relatively low quality can be produced competitively but where rigid stability and reliability are critical, U.S. lasers are generally preferred. As a result of their technological superiority, imported products account for 50 percent of the total market or approximately $2 million. Projections for the next three years indicate a rise of 150 percent in demand for lasers, while imports are expected to double during.

In the area of infrared equipment, total market volume in 1972 was $54.2 million. The market is expected to grow at 20 percent per year for the next three years. Imports account for 20 percent of the total market and U.S. products constitute 90 percent of these imports.

For details, call Maurice Shea at 202-967-2461, or write him at Room 6324, U.S. Department of Commerce, Washington, D. C. 20230.

Electronic production and test equipment: Italy. A recent market study indicates that the Italian market for this equipment will grow by almost 60 percent by 1977, to $24.4 million, and that the U.S. share of the market for production equipment will grow from 40 to 60 percent. To help bring this about, the U.S. Trade Center in Milan has scheduled a March 12-16 exhibit of American electronic production and test equipment.

The inviting prospects for U.S. sales are a direct result of modifications in Italian industry due to enormous labor cost increases in Italy since 1969. Italian industry is engaged in an intensive effort to eliminate all unneeded manual operations and is investing all available financial resources in manpower-saving and automated machinery and equipment. The situation has created a crisis in the entire Italian electronics industry, which has been having great difficulty in remaining internationally competitive.

The need for such rapid transformation of Italian manufacturing processes was unforeseen, so that the growing demand found Italian industry largely underdeveloped and unprepared. Despite rapid growth in demand, Italian firms show no signs of orienting production to fill the existing gap. More than 90 percent of production and test equipment manufactured in Italy is conventional. Thus the market for sophisticated and highly advanced items has been almost completely captured by U.S. suppliers.

There is a brisk demand for U.S.-produced equipment, and this demand will continue for some years. End-users appreciate U.S. products because of superior construction and fine performance. Higher prices do not presently seem to be a factor inhibiting sales, because U.S. products have brought about substantial decreases in operating costs.

The only significant drawback concerning some U.S. equipment is that performance and production capacity often are considerably higher than needed by most Italian firms. Thus, certain U.S. equipment must be operated at well below its maximum capacity in the Italian market.

For details, call Sam Spaulding at 202-967-4508.

Printing, packaging and bottling equipment: Spain. The U.S. Department of Commerce will sponsor an official exhibit at GRAPHISPACK in Barcelona, the only European exhibition which covers both printing and packaging equipment. The event is held every four years, and the March 15-24 exhibit will be the third in the series.

Participating in the 1970 exhibition were 1,650 exhibitors from 18 countries, with the U.S. represented by 75 firms. Attendance was 130,000, including 55,000 trade visitors.

Product promotion will be aimed primarily at the Spanish market but due to the wide market area

covered by GRAPHISPACK, many buyers are also attracted from other European countries as well as North Africa and the Middle East.

The 1974 event will be the first GRAPHISPACK in which the Department of Commerce will sponsor exhibitors. The space reserved in the show will accommodate 12-16 selected U.S. firms.

Products for home and industry: Taiwan. A March 25-31 exhibit will attempt to build on the success of EXPOTECH '72, a U.S. Department of Commerce sponsored exhibition of industrial, business, and scientific equipment held in Taipei last October. This show attracted 43,242 trade visitors and led to $5.5 million worth of sales off the floor and to an estimated two-year sales projection of $50 million.

The upcoming exhibit, organized at the invitation of the Republic of China Government in its efforts to expand imports from the United States, will afford U.S. firms an opportunity to take advantage of the unique and increasing opportunities to export industrial and consumer goods to Taiwan.

Taiwan's imports in 1972—$2,514 million (Customs data)—were almost $1 billion higher than they were in 1970 ($1,528 million). Through the first half of 1973 they were 33.5 percent greater than they were in the first six months of 1972.

The composition of Taiwan's imports last year showed the island economy's heavy demand for industrial raw materials, components, and finished products.

Major product categories to be exhibited include equipment for the following industries: construction and road building; consumer goods; electronics industry production and testing; food processing and refrigeration; packaging and materials handling; metalworking and machine tools; scientific and medical materials; and textile and apparel production. Call Dave Horridge, 202-967-2798 or 4227.

GRAPHIC DISPLAY—*The recent exhibit of graphic arts equipment and supplies at the U.S. Trade Center in Sydney drew a very strong response from Australian buyers. Here, visitors inspect a platemaking machine.*

Strong U.S. Sales Featured Sydney Graphic Art Show

The 2,000-plus visitors to the Sydney U.S. Trade Center's exhibit of U.S. graphic arts equipment were in a buying mood. Off-the-floor sales totaled a near-record $968,000 and the ten new-to-the-market firms expect another $1.3 million in sales to result in the year following the show.

The 21 exhibitors demonstrated more than 100 pieces of equipment from 38 U.S. manufacturers.

"We are delighted with the exhibition and would come in if you held one every year," said one Australian representative. "We participate in six to eight exhibitions each year and we rate the U.S. Trade Center's as the best—especially in terms of the quality of contracts we obtain."

"We are amazed at the number of people who are genuinely interested," said the Merganthaler Linotype Co's Australian representative. "We have been involved in many other exhibitions, but do not get the same sort of response. We have been very, very busy for the past five days."

"Attendance was very good," said another Australian representative. "Can't help thinking we should participate in more of these exhibitions. All told, excellent."

Two Swiss Trade Fairs Invite U.S. Exhibitors

U.S. manufacturers of environmental sanitation equipment and chemical measurement and automation techniques are welcome to display their products at two Swiss international trade fairs scheduled for 1974.

Pro Aqua-Pro Vita 74, scheduled for June 11-15 at the Swiss Industries Fair in Basel, will feature the following products and services: mechanical, biological, thermal, chemical and electrical treatment of water and sewage; disposal of garbage and solid wastes; air pollution control and noise control.

ILMAC 1974, scheduled for Sept. 10-14 in the same location, will include laboratory and measurement equipment and instruments; laboratory equipment — isotopes and radio-chemistry; chemical engineering; equipment for measurement, control and automation, and personnel safety equipment.

Application deadline for exhibitors at Pro Aqua-Pro Vita is immediately; the IMLAC deadline is Nov. 30. Write: Swiss Industries Fair, Clarastrasse 61, 4021 Basel, Switzerland.

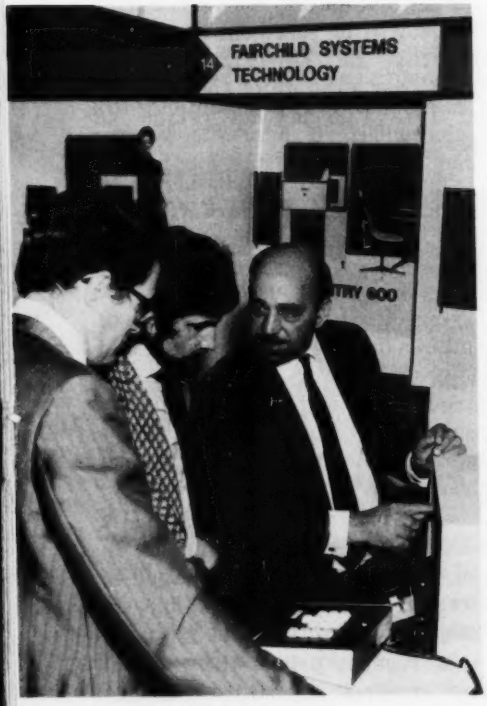
Quality Control Items Hit Bullseye At Milan Center

In terms of floor sales ($600,000), number of exhibitors (53), and representatives and licensees appointed (9), the exhibit of U.S. materials testing and quality control equipment was among the most successful ever held at the U.S. Trade Center in Milan.

The total of 2,257 sales leads that were obtained are expected to produce another $1.8 million in export earnings during the coming year for the 25 new-to-market exhibitors.

Robert Longo, sales manager for Branson Instruments' Italian distributor, said he was "completely satisfied with the show and the results obtained. Quality of visitors in our sector was outstanding. We saw the decision-makers of practically all the leading firms in Italy which could be interested in our products."

PACKING THEM IN—*U.S. firms made spectacular sales at INTERPACK '73, an international packaging and confectionery show staged in Duesseldorf every three years. The U.S. exhibit area is in foreground.*



TEST OPERATION—*One of Fairchild Systems' European managers demonstrates a circuit tester at the showing of test and quality control equipment in the U.S. Trade Center at Milan.*

Kermit Skeie of URESCO, of Downey, Calif., said he was pleased and surprised by the international drawing power of the Milan U.S. Trade Center. His new-to-export firm found two representatives and one licensee, and penetrated eight country markets.

Lawrence E. Huggins, sales manager for Statham Instruments, was very pleased to have found an agent who could not only introduce his new-to-market firm's test chambers and boroscopes to the Italian market, but to seven Eastern European and Asian nations as well. "It was very worthwhile," he commented.

Packaging Sales Topped $7 Million At German Show

The 36 firms which showed their goods in the U.S. exhibition at Duesseldorf's INTERPACK '73 made more than $1 million in off-the-floor sales. The 23 exhibitors who were new to the German market expect to make an additional $6.9 million in show-related sales during the year following the exhibit, which bills itself as the world's largest fair for packaging machinery and materials, and confectionery machinery. It is held every three years.

Twenty-two exhibitors were seeking representatives in Germany or elsewhere in Europe; 33 representatives were signed during the show and negotiations begun with another 246.

Top drawer

"This show was absolutely top drawer professionalism in every regard," said Walt W. Winters, president of Mateer Co. of Wayne, Pa. "It is the biggest pay-back to the tax dollar that could be conceived."

"This was our best Commerce show to date," reported Warren E. Frandsen, President of T&F Flourocarbon Co. of Rolling Meadows, Ill. "While we were surprised not to obtain 'money' sales leads, we found that a large number of people had us listed because of Commerce's prospect identification efforts. Handling and cooperation were superior."

Worldwide Business Outlook

U.S. Prospects In Germany Surge Along With Economy

Germany's 1972 economic recovery gathered steam in early 1973 and has now developed into a full-fledged boom. The U.S. Embassy in Bonn thinks real GNP in 1973 will be 6 to 7 percent above last year's level.

U.S. exporters are in excellent position to profit from the consequent surge in demand for imports. U.S. firms have benefited from a sizable devaluation of the dollar vis-a-vis the Mark, and continue to enjoy lower rates of increase of unit labor costs and of industrial prices than domestic German producers or many third country competitors. These price, cost and demand factors are not likely to change significantly before the end of 1974.

Rapid export growth

The primary impetus for the German boom has come from the tremendously rapid growth of exports. Public consumption continued to be quite strong in the first half of this year, and investment recovered to the point that it grew (in real terms) at the same pace as private consumption.

On the heels of rapidly rising total demand, inflation has also surged upward. The rate of increase of the cost-of-living index began to accelerate in mid-1972 and reached an annual rate of 7.9 percent in June over June 1972. Preliminary figures indicate the GNP deflator dropped below 5 percent in the first quarter of 1973, but then climbed back above 5.5 percent.

On May 10 the Federal Government announced a broad anti-inflationary program which encompassed and stiffened earlier measures. Principal items in the total package are:

- a temporary tax (11 percent) will be levied on new investment;
- a temporary surcharge (10 percent) on higher level individual income tax brackets and corporate profits;
- a 5 Pfennig per liter increase in the gasoline and diesel fuel tax;
- a limit on various kinds of government spending (joint federal/state ventures to be reduced by 10 percent below planned levels);
- a DM 5.5 billion ceiling on the expansion of total net public sector borrowing;
- liberalized imports in certain categories;
- issue of "stability bonds" (a total of DM 4 billion);
- increased revenue from these and other measures to be sterilized in Central Bank accounts.

On the monetary side, the Bundesbank has tightened the reins several times during the past year. Rediscount rates and reserve requirements have been raised on several occasions, and Lombard credits (rediscounting of private securities held by banks) was discontinued. Controls on capital imports were also tightened.

By July of this year, the annual rate of growth of the money supply (currency and sight deposits) was 3 percent—down from the 15 percent recorded in December 1972. Extension of bank credit in July was only DM 1.3 billion, as compared with a monthly average of DM 6.4 billion over the February-June period.

Economic outlook

Both the Government and the Bundesbank are determined to maintain the anti-inflationary policies now in force. On the demand side, some signs of deceleration are already visible, but evidence of strength still predominates:

► Exports show no sign of dropping off, despite the cumulative effect of successive revaluations of the German Mark (a recent estimate is that the Mark was revalued by 21 percent against the world since the first of this year and 28 percent since May 1971). Prognoses for the development of world demand are good;

► investment plans for 1974 have evidently been modified downward in response to actions outlined above; however, those measures are temporary and the need to remain competitive over the long run may outweigh them;

► public consumption shows no signs of dropping below the high growth rates of recent years;

► inventory accumulation is still strong.

Another side

On the side of caution:

► preliminary (DIW Institute) statistics indicate the annual rate of growth of real consumption in the first half of 1973 rose very little over the rate of the last half of 1972 (3.5 percent versus 3.3 percent);

► results of traditional summer sales were disappointing and surveys of consumer intentions are not promising;

► some construction firms are laying off workers, the number of failures has increased recently, and new orders for residential construction appear to be coming in more slowly (orders on hand are more than enough to tide the industry over a moderate dry spell);

► the unemployment rate (1.4 percent seasonally adjusted in July) is high for a boom period in Germany, although negligible by international standards.

As regards prices, the Government does not regard the deceleration in cost-of-living increases in July (annual rate of increase: 7.2 percent) as evidence that a turning point has been reached. In fact, the

annual rate of increase of the very important industrial price index accelerated to 7.2 percent in July and can be expected to push the cost-of-living index back up after a two to three month lag.

Of even more significance for the longer term, unit labor costs appear to be rising at accelerating rates. The rate of increase of productivity (near 7 percent in the first half) appears to be dropping, while wages are growing more rapidly. Recent figures purport to show that wage costs in Germany are now on a par with the United States, at least in some areas.

Modest deceleration

In sum, the outlook is for modest deceleration of the economy toward the end of the year, with some easing of inflationary pressures, but there is no reason, as yet, to believe the cooling-off period might be leading to a serious slowdown of business activity.

The annual rate of increase of German imports reached 15 percent for the first seven months of 1973. A slowing of total demand late this year—as the government's anti-inflationary program takes hold—would tend to reduce demand for imports somewhat, but the effect is likely to be felt only marginally. At this time it appears import demand in 1974 will remain strong, and price effects from dollar devaluation/Mark revaluation should be felt strongly by that time (the generally accepted time lag between devaluation and full effect on sales is around two years).

In considering the obvious attractions of the German market—its size, sophistication, general similarity to the United States, and rapid growth—U.S. firms must be aware that it is above all a demanding, competitive market for the potential exporter. Non-price factors are often at least as important in the competitive picture as price. In order to compete, U.S. producers must be willing to provide better after-sales service and maintenance, better delivery dates, technical literature in German, products adapted to German tastes, and so on. The rewards should amply justify the effort.

DISPLAY IN FRANKFURT—*During ACHEMA '73, triennial Chemical Engineering Exhibition and Congress, Rochester Instrument Systems representatives discuss with visitors the United States company's event recorder, a new control system.*

In the first half of this year, total West German imports of nondefense items from the United States were a healthy 34 percent above the same period of 1972 (in dollars). Imports of U.S.-finished products expanded at an annual rate of 21 percent — somewhat slower than feeds, foods and stimulants (67 percent), semi-finished goods (40 percent) and raw materials (31 percent).

Chief gainers

Agricultural machinery and nonferrous metal goods were the leading gainers in the finished goods category (both up 62 percent). The broad category of electrical equipment registered a 36 percent gain, but imports of U.S. machine tools declined by approximately 61 percent.

Variety of techniques

The U.S. Trade Center in Frankfurt offers potential U.S. exporters a variety of tried and proven techniques of market evaluation, plus low-risk, low-cost exposure through trade center and trade fair participation. Market research studies now under way, or recently completed, indicate particularly good sales opportunities for: welding and cutting equipment, electronic industry production equipment, electronic data processing equipment, printing and graphic arts equipment, and hospital management systems.

Upcoming shows at the Trade Center include systems for automation in the metal industry (November) and micro-circuit design, test and production equipment (December).

Bahamas Shows Signs Of Recovery; Independence Opens Opportunities

The downward trend of the Bahamian economy, which began in 1970, appears to have bottomed out in 1972 and there are early indications of the beginning of a moderate upturn. The situation has been aided by the absence of political uncertainties which plagued the economy, particularly during 1971 and 1972. Modest amounts of foreign investment are beginning to return, according to the U.S. Embassy in Nassau.

Government policy

On July 10, the Bahamas became an independent country within the British Commonwealth. After winning the general election in September 1972, Prime Minister Lynden Pindling's government issued a White Paper on Independence. On development, industrial diversification and investment its basic premises are threefold: 1) effective control over the national economic environment; 2) maximization of benefits to the Bahamas from domestic and foreign investment; and 3) increased Bahamian ownership and/or participation in business activity where feasible.

Two fields, fishing and agriculture, are reserved to Bahamians. However, in practice the Government appears interested in foreign investment in agribusiness.

Crown and Government lands will not be available to non-Bahamians except for approved industrial purposes and in exchange for equity participation. Normally such participation is through the government's Bahamas Development Corporation.

Control of utilities will be public, either through full ownership or equity participation in existing utility companies in the islands.

Foreign investment is encouraged. The White Paper states that where possible, foreign investors should seek partnership with Bahamians or consider equity participation by the Government. The Bahamas' tax-haven status is to be maintained. The White Paper states that nationalization will not be an instrument of the government's economic policy.

In a move "designed to get the country moving on the economic front," Prime Minister Pindling became Minister for Economic Affairs on March 1 and assumed responsibility for immigation. Previously the administration of the government's immigration (work permit) policy was blamed as one of the major causes for loss of investor confidence.

Last year was a record one for tourism, which remains far and away the most important element of the Bahamian economy. Arrivals reached 1.5 million and the Government estimates tourist expenditures at $286 million. After a poor first four months of 1973, arrival figures have turned upward again. However, it is unlikely that figures will meet 1972 levels.

In package groups

In recent years an increasing proportion of tourist business is from pre-paid package groups, many coming on chartered flights. Many of the hotels, burdened with high fixed labor and operating expenses, find it difficult to handle these groups profitably. A number of hotels have decided to try to steer away from such packages.

There was no significant hotel construction or expansion in 1972. Plans have been announced this year for new hotels or extensions on Nassau, Grand Bahama and elsewhere. However, it is questionable whether all these plans will be carried to fruition. The best prospect for hotel expansion still lies in the Family Islands.

Though there are some indications of a turnabout, there is considerable delay between investment decisions and actual construction. The construction industry is still feeling the effects of the slump in the economy. The real estate market in Nassau was depressed during most of 1972, making it cheaper to buy rather than build a home.

There are a number of proposals for low-cost housing projects, but financing appears to be the main roadblock. A $7 million hospital expansion is under way and a $1 million Central Bank building has been started in Nassau. Construction of a French Pavillion at the International Bazaar in Freeport was completed earlier this year.

The Bahamas remains a major international banking center, with an estimated $15 billion in Eurodollars traded through Nassau. In 1972 there was a net increase of 25 banks licensed in the Bahamas, bringing the total to more than 350.

Refining site

The Bahamas is becoming an important oil transshipment point into the United States, as well as a growing refining site. The BORCO refinery in Freeport is expanding to handle 500,000 barrels a day and is planning to put in a desulpherization unit. Burmah Oil, in partnership with the Bahamas Development Corporation, expects to have its transshipment terminal on Grand Bahama operational by early next year. It will be able to handle 500,000 DWT supertankers. Another refinery or transshipment terminal is in the planning stage.

With the exception of the export-oriented industries in Freeport (cement, hormones, and the oil refinery) and a rum factory in Nassau, the industrial sector is limited.

Diversification of the economy away from dependence on tourism has long been a goal of the Bahamian Government. The Ministry of Development has drawn up an extensive list of what it considers

potential areas for industrial development. Among others the list includes garments and hosiery, assembly of scooters and bicycles, cigarettes and cigars, soap, assembly of diesel and marine engines, batteries and gypsum.

To further its policy of diversification and to alleviate the almost total dependence on imported food, the Government is pushing development of agriculture and looking for ways to exploit fishery resources of waters around the Bahamas. U.S. AID is assisting through a livestock development project on Andros Island and the UNDP is helping train Bahamians in modern fishing methods.

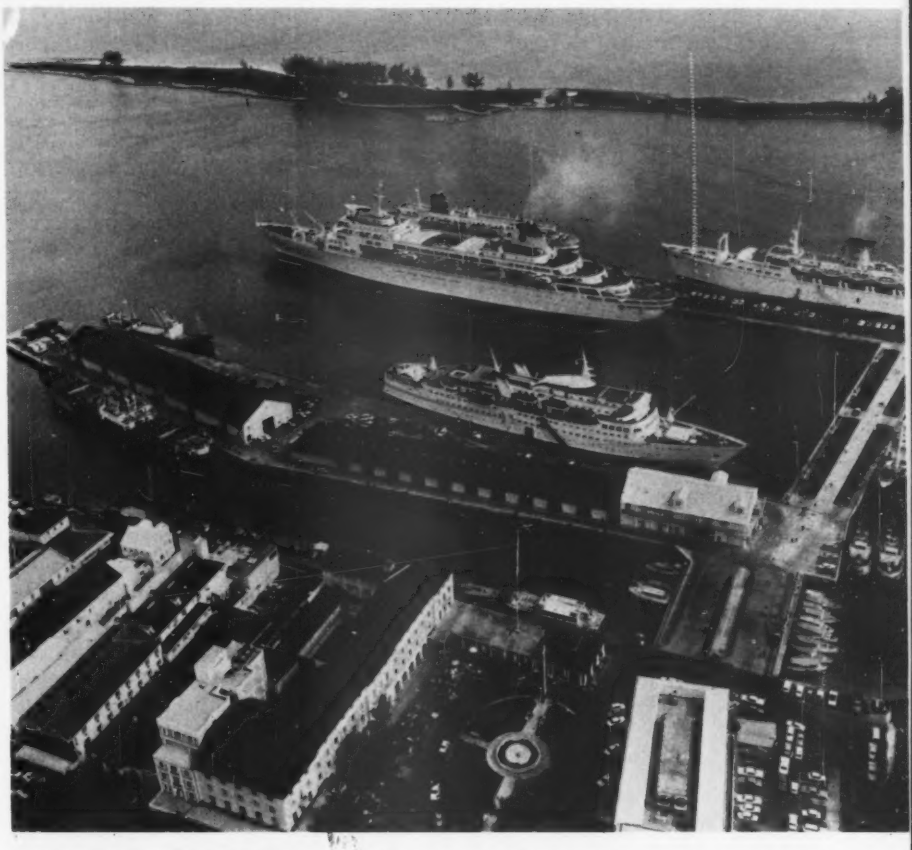
The Bahamas is the United States' third largest Caribbean market. In the first five months of 1973, U.S. exports to the Bahamas registered a 31 percent increase over the same period in 1972. Several actions taken by the Bahamian Government since the beginning of 1973 should have the effect of reducing imports as a whole over the year, while giving the United States a greater share.

As a means of increasing government revenues, the surtax (Emergency Tax) on imports was raised from 7.5 percent to 12.5 percent and customs duties were increased substantially on cars and parts, boats, spirits and beer, commercial movie film and many consumer durables. These could result in a drop in purchases of perhaps 20 percent. Price controls were also instituted on cars and parts and on a list of 100 "breadbasket" food items.

Because the controlled prices did not keep pace with rising costs to the importers, some purchases by importers were temporarily curtailed.

Dollar devalued

The Bahamian dollar was devalued in February and is now on par with the U.S. dollar. Thus many European goods cost more in the Bahamas. Furthermore, U.S. consumer goods normally have a competitive edge, because Bahamian consumers are familiar with them through Miami television, radio and newspaper advertising. The quality, quick delivery time, ease of ordering and favorable exposure of U.S. products can frequently offset the lower custom duty advantage enjoyed by goods from the United Kingdom as well as other Commonwealth countries.



NASSAU'S WATERFRONT—*From Prince George wharf, always a busy port, it's only a short walk to Rawson Square and to Bay Street's shopping area. Last year was a record one for tourism, the most important element in the Bahamian economy.*

Major export opportunities do or will exist for equipment for oil transshipment terminals, refineries, and related areas such as a ship repair facility. As new industrial and agribusiness investments come to the Bahamas, opportunities will exist for factory equipment and farm machinery. The Government may also need additional equipment for improvement of the water system.

In view of relatively high labor costs, the hotel industry is in the market for labor-saving products, fast-food preparation equipment, and convenience food.

More opportunities

Independence may also open new opportunities for sales to Bahamian Government entities which had previously gone to British firms. For example, internal outfitting of the expanded hospital facilities at Nassau has been granted to an American firm.

The Bahamian Government is engaging in a public relations campaign to attract new foreign investment. Adverse publicity over the last two years has slowed new investments considerably. Though some delays are still encountered, the situation on work permits seems to have eased; this should

help in restoring investor confidence.

Opportunities exist for investments in tourist and resort residential developments, particularly in the other islands aside from New Providence and Grand Bahama.

The Government is also looking for investors who, in partnership with Bahamians, can develop light industries.

Incentives for investors

Incentives for investors are offered through the Industries Encouragement Act and the Hotel Encouragement Act. These grant relief from import duties for plant machinery, tools, equipment, raw materials and, in the case of hotels, materials and furnishings imported for constructing the hotel.

Prospective investors should contact the Ministry of Development and are invited to discuss their projects with the Economic/Commercial Section of the American Embassy. In the past, firms, particularly those seeking inclusion under the Industries Encouragement Act, have encountered delays between initial submission of proposals and final approval by the Government.

As noted above, Bahamian participation is the stated government policy. It may take either of two forms. On major development projects, the Government will seek equity participation, usually 51 percent, using Government land as its contribution. On medium-sized or small undertakings, the company is encouraged to offer a portion, though not necessarily a majority, of its stock to Bahamians.

What "Bahamianization" means to potential U.S. investors is that requirements for non-Bahamian staff should be kept to a minimum. An investment proposal should contain a plan showing the expatriate positions required and a plan for training Bahamians to fill those positions initially occupied by expatriates.

Many U.S. Products Find A Market In Fast Growing Netherlands Antilles

Sparked by substantial investment in the petroleum industry, the Netherlands Antilles economy grew rapidly during the past year. Almost all traces of the economic setback of 1969, caused by the serious riots on Curacao in May of that year, have disappeared.

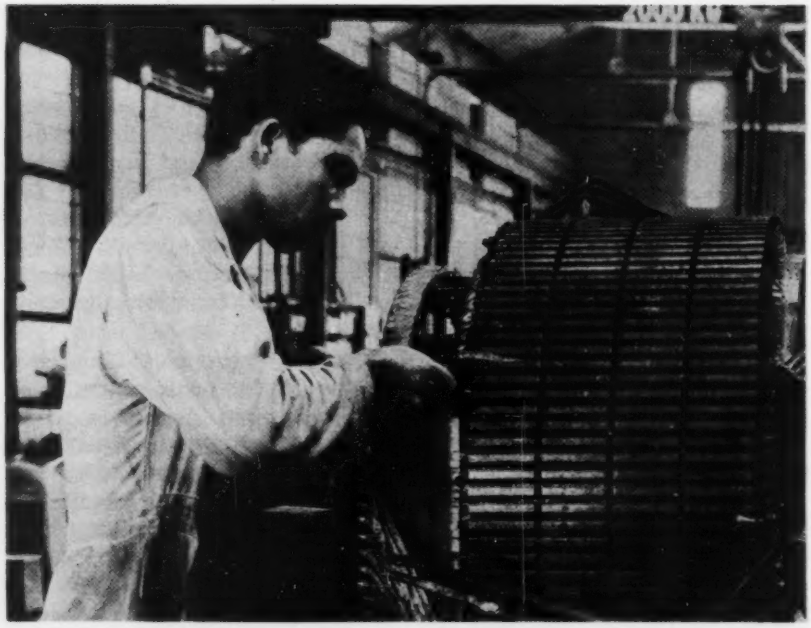
With promises of substantial aid from the Netherlands, establishment of a third electronics assembly plant on Curacao and anticipated large investments in the petroleum industry, prospects for the years immediately ahead are promising. The American Consulate General in Curacao finds the more distant future much more difficult to predict due to the overriding importance of external events to the health of the local economy.

The petroleum industry and tourism, which together account for some 40 percent of GNP, are almost completely dependent on factors external to the Netherlands Antilles. In addition, there is some uncertainty as to what the future status of the Antilles will be. The territory, which has had local autonomy since 1954, is moving to what probably will eventually become complete independence.

Holland seems willing to give the territory time to prepare for independence and has made clear that economic assistance will be continued after the change in status. Given the promise of continued Dutch aid, the increasing importance of petroleum exports to the United States and prospects of continued growth in tourism, a smooth transition to independence and continuation of a stable and relatively efficient government seems likely.

The Netherlands Antilles has traditionally welcomed foreign trade and avoided the establishment of trading barriers. The Government still has a generally open approach to trade but in the interest of promoting local industries has indicated willingness to initiate higher tariffs or even a complete ban on imports of specific products.

So far such actions have been



INDUSTRY IN CURACAO—*The Netherlands Antilles Government has taken steps to stimulate new industrial activity. Above, a worker on the island of Curacao.*

taken on only three items: flour and prepared animal feed, which were banned to protect the new flour mill (the ban on prepared animal feed has since been dropped) and a quota program for egg imports to promote local egg production.

In the months to come it is possible that similar measures will be taken for other products, e.g., chicken (over $2 million of poultry products were shipped from the United States to the Netherlands Antilles last year).

However, the number of items on which trading may be restricted are few and for the most part trade is free of restraint and bears a low tariff. Few items are dutied at more than 14 percent ad valorem. There is a preference for some goods from the Common Market but the advantage is small and does not seem to have altered trading patterns.

U.S. goods popular

American goods are not only popular with the relatively affluent and sophisticated local market but also with shoppers from Venezuela and Colombia, who often come to Curacao or Aruba solely to buy imported goods, which are much cheaper there. With the inauguration of a car ferry service later this year between Curacao, Aruba and the Venezuelan state of Falcon, there should be an increase in these South American customers.

American exports have been particularly strong in food lines, clothing, automobiles and machinery, but are found in almost every field. With the realignment of currencies over the last two years, product lines which had not been competitive seem to have become so; recently a local importer bought a large shipment of U.S. fabrics of a type he had been importing from Hong Kong, and the local agent for a calculator manufactured in the United States reports a large increase in orders.

While there is particular interest in inexpensive modish clothing, new food products both for the local population and tourist hotels, and automobile accessories, most U.S. exports can be marketed successfully on the market.

Another possibility for the American exporter is the local development program. Projects financed by the Common Market Development Fund are tied to suppliers from member countries but those financed by the Netherlands, which furnishes on the order of $20 million per year of developing assistance, are untied.

For the most part these funds are being used to construct roads, buildings, airports, etc. From time to time there have been projects of interest to American traders; for example, U.S. suppliers have provided equipment for a new water desalinization plant and for a sophisticated air navigation system. Both purchases were financed by the Dutch aid program.

Rush To Exploit Forest Resources Seen Revitalizing Liberian Economy

Exploitation of Liberia's hardwood stands is getting into full swing. John W. Bligh Jr., Commercial Officer at the U.S. Embassy in Monrovia, expects lumber and wood products to be the leading growth sector in the Liberian economy through the end of the present decade.

Logging is not new to Liberia, notes Bligh. From 1968 through 1971 log and lumber exports rose in volume from 1.2 to 7.2 million cubic feet and in value from $1.4 million to about $8 million. The climb continued as exports for the first half of 1972 totaled 4.5 million cubic feet.

Two factors signal that the industry is putting on a new face: a Liberian Government edict requiring an annual reduction (in favor of sawn timber) in the number of logs which may be exported; and a decision by Skelly Oil's Vanply, Inc. to construct a plywood plant near Greenville.

The demand for new and replacement logging and sawmill equipment should expand with the industry and U.S. suppliers should keep close tabs on sales possibilities in these and related fields. At present there appears to be a preference for American-made equipment which, unfortunately, is not always available in the local marketplace.

What is the extent of Liberia's forest reserves? Based on data compiled by a German forestry team during the period 1960-67, Liberia has approximately 9 million acres (about 33 percent of the country's land area) of closed tropical rainforest, with perhaps another 1.4 million acres classified as broken forest. While the entire country was probably once covered by tropical rainforest, the inroads of slash-and-burn agriculture, population increases and plantation agriculture have reduced the forest to its present level.

Most of the existing 9 million acres has been assigned to timber concessions; however, only about 4 million acres are being actively exploited by concessionaires. Much of the remaining area may become available as inactive, undercapitalized and poorly managed firms fall by the wayside.

While some 260 different species of trees have been recorded in Liberia, at the present time the most sought-after by lumbermen are utile, wishmore, makore, African walnut, and obeche.

The most impressive display of confidence in the potential of Liberian forestry is the Vanply operation mentioned above. The company is already engaged in log and lumber production and its planned plywood factory (completion scheduled for 1975) and newly expanded

LOGGING IN LIBERIA—*The demand for logging and sawmill equipment for Liberia's growing lumber industry is expected to rise through the end of the decade.*

sawmill, together with existing facilities, will represent an eventual investment by the firm of over $20 million.

In 1972 Vanply produced 706,000 cubic feet of logs and 650,000 board feet of lumber. Projections for 1973 are more than 1.6 million cubic feet of logs and well over 2 million board feet of lumber, the latter largely as a result of a recent $100,000 upgrading of the company's sawmill. The Skelly Oil Co. subsidiary presently employs about 430, all but 9 of whom are Liberians, and will undoubtedly provide a much-needed shot in the arm to the semi-stagnant economy of the Greenville (Sinoe County) area of Liberia.

U.S. products predominate

American products predominate on the company's 1 million acre concession area. While Vanply has developed international awareness of and is itself most interested in the *tetraberlinia tubmaniana* species, it has also initiated a "salvage" operation—to harvest and export from previously lumbered areas little-known and heretofore unmarketed species. If successful the latter program could bring the company's total of species utilized to over 25.

Greater development of its forests will mean many things to Liberia. Most importantly, higher revenues for timber exports will lessen the country's dependence on iron ore and rubber for foreign exchange. More skilled and semi-skilled jobs will be created, particularly with the move toward processing. The availability of locally-made materials may also induce creation of new domestic industries such as production of semi-finished or knock-down furniture for export.

Naturally, these benefits cannot be obtained without incurring some costs. Both ports serving the principal lumbering regions, Greenville in Sinoe County and Harper in Maryland County, offer only limited harbor facilities and can handle only shallow-draft vessels. Expansion or modernization of both ports is under consideration. (At this writing, in fact, a Liberia-based subsidiary of Raymond International is doing some work, mostly repairs, at the Port of Harper.) This will benefit other port users as well. In the case of Harper, the probable location there of a Republic of China-financed sugar refinery offers the chance for an early payoff.

At present the bulk of loading at both ports is done on an open roadstead with most logs floated out to the awaiting vessel while the heaviest species and sawn timber are conveyed by lighter. The building of deep-water berths would obviously reduce handling costs and loading times.

Once the forests are gone what will be left? If proper replanting is practiced, new forests eventually will appear. With only a few species per tract, these new stands will be harvested more efficiently and will offer continuing sources of revenue. Also, cleared land can be set aside for agriculture and plantations for tree crops. There will be roads, too, where none have existed previously; not the freeway exactly, but something better than footpaths to link the hinterlands to the coast and population centers.

Although forest management has been traditionally an area of low priority, the Liberian Government is becoming aware of the asset the country's forests represent and of the dangers of over-exploitation.

Adequate legislation to assure the long-term availability of this resource is now on the books, but spotty enforcement and budgetary problems remain.

Reforestation a problem

The 18 operating timber concessionaires are contractually obligated to reforest one acre for every 30,000 board feet cut. In practice, however, only Vanply and two or three others are reported reforesting to the government's satisfaction. Smaller firms are more indiscriminate in their operations and, with rapid extraction their goal, have little interest or motivation to reforest; where reforesting is done it is usually in gmelina or, occasionally, teak.

The Liberian Ministry of Agriculture has served notice on some of the foot-draggers that they will be assessed a fee of $147 per 30,000 board feet cut for failure to reforest, the replanting then to be done by government foresters. Although this figure is based on government projected costs for reforestation, more experience may indicate an upward revision. Furthermore, just as most existing

concessionaires have been lax in meeting replanting commitments, Government itself may experience difficulties meeting reforestation goals.

Some forecasters estimate that the world demand for wood will double by the year 2000. This emphasizes Liberia's need both to develop and preserve its forests. Although forestry in Liberia has a significant long-term potential, the remaining years of the present decade will be the years of greatest development and will offer the American supplier and investor good opportunities to get in, not quite on the ground floor, but still early enough to make it an attractive proposition. Let's see more U.S. products and their representatives in the Liberian logging camps!

U.S. Firms Give Closer Attention To Sudan Market

U.S. firms have been giving increasing attention to the Sudan market. American exports to the huge northeast Africa nation tripled in value from $6 million in 1971 to $18 million in 1972, reversing the customary bilateral U.S. trade deficit. This rising trend has continued in 1973; U.S. sales totaled $12 million through July.

Factors stimulating U.S. firms to take a closer look at business opportunities in Sudan include the improved competitive position of U.S. products and the availability of credit, in particular from Eximbank. Visits to Sudan by U.S. businessmen during 1973 have helped develop a favorable base on which U.S. commercial interests can be expanded.

Since the resumption of U.S. diplomatic relations with Sudan in July 1972 (relations had been suspended since the Six-Day Arab-Israeli War in June 1967), several American firms have signed engineering or sales contracts with Sudanese government or business organizations.

The latest in this series of successful U.S.-Sudanese business negotiations is a contract of Page Communications Engineers, Inc., of Vienna, Va. (a subsidiary of the Northrup Corp.), to design, engineer, construct and install an earth station near Khartoum. The contract, financed by the U.S. Export-Import Bank and the Kuwait Development Fund, is valued at approximately $6 million and includes maintenance and operation plus the training of Sudanese nationals. Groundbreaking took place Sept. 13.

The Boeing Corporation's sale of two 707-320C aircraft to Sudan Airways was among the new series of U.S. sales to Sudan.

The Amatex Export Trading Association of the United States has organized a consortium of American firms to sell textile equipment, service and construction valued at $6.9 million to the Red Sea Spinning Mill Co. at Port Sudan; a contract was signed Aug. 2. Another U.S. firm, Butterworth Manufacturing Co., signed a contract in July to supply $1 million worth of textile finishing equipment to Sudan Textiles. Sudanese preference for U.S. equipment and the availability of Eximbank financing were strong factors in culmination of these two sales.

Another U.S. sale

Another U.S. sale is being negotiated by Ford; Ford's close attention to this market, its medium-term financing terms, and the improved U.S. competitive position are factors pointing to the probable success of this pending sale of 200 pickup trucks to the Sudan Government.

On the investment side, Union Carbide's application to build a $2.75 million dry cell battery plant was approved by the Sudan Government on July 29. Sterling Products International, Inc., (a division of Sterling Drug International) plans considerable expansion of its Sudanese-staffed manufacturing facilities in Sudan.

The climate for foreign business in the Sudan—especially for American firms—is favorable. The Government has reversed an earlier course of nationalization and confiscation and replaced it with a policy recognizing foreign private investment as an important component of national economic growth. Indeed, recognition of the need for foreign capital and technology was a major ingredient in the Sudanese Government decision to resume diplomatic relations with the United States. The previous period of self-imposed denial has also developed a pent-up demand for American capital, technology and products which can be tapped by those U.S. firms which send representatives to visit Sudan in the near future.

Favorable investment law

The Government of Sudan enacted a new and favorable law in 1972 setting forth conditions and incentives for foreign investment. The provisions are generally progressive and are cast in terms of incentives rather than restrictions. Examples include accelerated depreciation, five-year tax reductions, protective tariffs, customs exemptions, facilitated land acquisition, favorable electrical and freight rates and full remittance of profits and capital.

Investment is particularly encouraged in agriculture (livestock raising and plantations), agribusiness (sugar mills, textile production and canneries) and a wide variety of industrial products, provided they contribute to import substitution or otherwise maximize national income.

The law provides for rapid compensation for any nationalization (compensation and deconfiscation proceedings from the 1970 period are now proceeding rapidly and equitably). The Government has also been reorganized and Ameri-

can firms have found it possible to negotiate quickly and directly on projects which the Government considers of high priority.

Sudan offers a number of advantages to prospective American investors. Some are relatively unique for a developing country and include the following: A surplus of land available within easy commuting distance of the major urban center of Khartoum; wide use of English as a commercial language; the work force, although often illiterate, is generally well-motivated and loyal; and flexibility concerning local equity participation. The Sudanese Government is also prepared to accept capital intensive and advanced technology investment, since the supply of labor, although not critically short, is also neither freely abundant.

Resumption in 1972 of a modest U.S. program of economic assistance and accelerated activities of international organizations such as IBRD, African Development Bank, Kuwait Development Fund, and UNDP are providing the base for an expanding infrastructure which should, in time, support and create increased opportunities for private foreign investment.

The location of Sudan—the largest country in Africa—and its common borders with eight Arab and African countries provide potential opportunities for investors with regional interests. The foreign investment law provides favored treatment to investments contributing to regional economic interchange.

Gabon's Continuing Success Story Has Room For More Participants

Gabon is maintaining its outstanding record of political stability and development success. American businessmen who can adapt to the West African nation's plans and priorities will find numerous opportunities to participate with the Gabonese as they drive to further develop and modernize their country.

The U.S. Embassy in Libreville reports the completion of many significant projects in 1973 that will enhance Gabon's public welfare and its growing though still modest industrial base. Gabon celebrated its 13th anniversary of independence on Aug. 17, by completing an extensive building and improvement program for Libreville, the capital. Wider roads, new apartment buildings, hotels, government buildings and factories demonstrate the progress Gabon has made.

January saw inauguration of the Kinguele hydroelectric complex, 100 miles northeast of Libreville. investment, since the supply of labor, although not critically short, striven to put into operation following independence. December will see the opening of the second project, the deep-water port at Owendo, 10 miles from Libreville.

The third is the Transgabon Railroad, whose construction will commence in January 1974. This, the most important project, will in its first stage link the valuable interior virgin forests with the sea, and in subsequent stages reach the rich manganese and uranium mines in the southeast at Moanda and Mounana, and eventually the billion-ton iron ore deposit at Belinga in the northeast.

Countrywide development

Libreville's modernity and prosperity are by no means the only bright spots in Gabon. Port Gentil with its rich fields of petroleum and refinery, its sawmills, and its position as the most important seaport in Gabon is becoming the nation's industrial center.

Franceville, some 300 miles to the southeast of Libreville, is being developed as the interior government center of Gabon as a part of the national policy of regional development. This city, comfortably situated on a savanna plateau, is the capital of the richest region, Haute Ogooue, where manganese and uranium are mined.

Interior trunk road projects, long overdue but now nearly completed, are linking important towns and speeding commerce, and lessening isolation of the interior.

This is called the year of "grand realizations". The $24 million Kinguele Dam project which will feed 52 megawatts to the Libreville area has started operating. An earth station for direct radio telecommunications with France, a number of African countries and the United States sent out its first signals in July.

In addition to improved roads and bridges replacing ferries, new buildings have appeared all over the country. Over 600 building permits in Libreville, Port Gentil and Franceville have been issued. The Owendo deep water port will start offloading cargo this year.

There will be changes

With continued economic growth in Europe and political continuity, Gabon should continue its economic success. There will be changes as the decade advances. The necessary and valuable French connection will relax to a degree. Gabonization of the civil service being completed, the government has in the past year emphasized Gabonese participation at higher levels in the private sector. This gradual pressure can be expected to continue.

The Transgabon Railroad project will have a significant multiplier effect upon banking, employment, exports and the economy in general. This project can be compared on a somewhat more modest scale to the opening of the American west by railroads. The spin-off from the railroad, consisting of increasing investments, better communications, and a less isolated

population should further bolster Gabon's economic and social progress.

The direct and indirect impact of this massive investment and construction activity will stimulate Gabon's economy to even higher levels. It will open up some three million hectares (1 hectare = 2.2 acres) of new forest land and provide inexpensive transport for timber. It will permit prospecting for minerals in hitherto little explored areas. It will boost agricultural production by increasing demand (some 3,000 more workers plus families will be needed to construct the railroad), improving access to potentially rich agricultural regions and lowering transportation costs.

In 1960 fully 73 percent of export income was derived from timber. The country has since moved considerably away from such dependence and in 1972 wood accounted for only 30 percent of export earnings. Timber should, however, continue to be a significant source of foreign exchange earnings because Gabon has a near monopoly on okoume, a softwood used to make plywood, and in the past the market price has been stable and demand growing. For other species of trees that are easily cut but lack an adequate market, Gabon is working to develop European interest.

Extractive industries have assumed large importance. In 1972 manganese and petroleum furnished 65 percent of export earnings. The manganese, if mined at the current rate, will last another hundred years. Some 13 companies will spend $90 million looking for oil in 1972-1975. It is expected that at least 72 million barrels will be produced in 1975 (there were 45 million produced in 1972).

Relations between Gabon and the United States are warm and the two countries have numerous ties in trade and investment. In 1972, exports totaling $11 million went to the United States; manganese represented 85 percent of that total. Some 11 percent of total Gabonese exports went to the United States in 1972.

Gabon does not depend upon the United States for any one major line of imports. In 1972 Gabon bought $13.4 million of goods from the United States, leaving a bilateral trade imbalance in favor of the United States of $2.3 million. In recent years, the biggest selling U.S. items have been earthmoving and construction and electrical equipment. Greater trade is made difficult by the limited size of the market, the necessity of doing business in French, and the existence of very well established trading channels with Europe, especially France.

U.S. investment in Gabon, second only to that of France, amounts to nearly $125 million, concentrated almost entirely in two areas—manganese mining and petroleum exploration. There is also some investment in three local banks and two petroleum products distributors.

The United States Government currently assists Gabon through loans and guarantees of the Export-Import Bank and Overseas Private Investment Corporation and most recently through manpower from the Peace Corps. U.S. AID will furnish a $5 million soft-term loan for the Transgabon Railroad project.

Mining opportunities

During his trip to the United States this August, President Bongo's message to U.S. businessmen was come to Gabon, look around and you will discover how profitable business can be for American investors and exporters. The Embassy fully agrees. Gabon is rich and it needs more investment, especially in minerals. There are known deposits of lead, zinc, phosphates, copper, diamonds, gold and iron waiting to be exploited. The United Nations Development Fund has just completed a two-year minerals survey of south-central Gabon. This survey, which should give definitive answers as to what commercially exploitable minerals are in Gabon, will be available publicly in 1974.

Fastest growing imports are capital goods, heavy equipment, air conditioning equipment, automobiles and aircraft. Gabon has the best developed general aviation system in West Africa, with over 120 airports. There will be heavy purchases in the next few years of railway equipment, and the Export-Import Bank has specifically earmarked $20 million for loans for U.S. exports of this type.

Fishing is underdeveloped in Gabon. Harvestable amounts of sardines and shrimp are offshore untouched. There are three small deep-sea fishing companies that sell their catch only in Gabon. They are new and lack adequate capital to increase production to meet total local demand. No fish are exported. Food imports, traditionally 15 percent of total imports, are another area where American products and know-how could be used to advantage by Gabon.

Beginning to industrialize

Gabon is just beginning to industrialize but even now the impact is creating markets for a variety of service equipment and consumer goods. Devaluations of the dollar and, even more importantly, the high rate of European inflation is increasing the attractiveness of U.S. goods which have traditionally not sold well in the face of European price competition. To develop these opportunities, American business people should be prepared to correspond in French and to cooperate fully with far away local representatives in solving delivery, service and spare parts problems.

The Embassy stands ready to help. Most successful American ventures in Gabon have resulted from personal visits by representatives who came equipped to operate in French and prepared to spend time establishing local contacts and investigating local conditions.

Currency Changes, Inflation Rates Make U.S. Prices Right For Thais

American products are currently in their most competitive position in Thailand for at least two decades. Frank A. Gerardot, Jr., Commercial Officer at the U.S. Embassy in Bangkok, attributes this to devaluation of the dollar, revaluation of currencies of other competing countries and the longstanding reputation for quality of American goods.

By contrast, the investment outlook has been somewhat dampened for the near future by promulgation of the Alien Business Decree in November 1972. The intent of this restriction is to reserve segments of the economy to Thais. However, manufacturing has been exempted and the Board of Investment will continue to take action to support the Royal Thai Government's repeated declarations in favor of foreign investment. Clarification of restrictive provisions of the decree continues to be sought through private and official channels.

The U.S. trade position in the Thai market improved sharply even before the second dollar revaluation in February. It should strengthen even more in the future. During January and February of this year Thai imports from the United States increased by 50 percent in value over the same period in 1972, to a total of $46.8 million.

More price competitive

Many lines of U.S. products have become more price competitive and a large number of agents for U.S. products report increased sales or, at the very least, increased customer interest because of the revaluation. Thai consumers have always respected the quality and technological superiority of U.S. products, for which they have been willing to pay a reasonable difference in price. Currency changes and relative rates of inflation have now brought the prices of most U.S. products within this "reasonable difference" range.

Foreign exchange reserves of over one billion dollars and accelerating domestic economic expansion assure both an expanding market for imports and the means to finance them. The projected growth rate for 1973 is 6 percent against a disappointing 3.5 percent for 1972, a drought-plagued year. As of August, crop prospects, on which roughly 85 percent of the people are dependent, remain favorable. Moreover, the world shortage of primary products should generate highly favorable prices and virtually unlimited markets for everything in this category that Thailand wants to export.

As a developing country, Thailand remains heavily dependent on imports of finished products and raw materials.

Although Thailand is not yet ready for very sophisticated production machinery, demand for less sophisticated machinery is increasing. In 1972 boiler and electrical machinery were major imports and demand continues to increase during 1973. Textile machinery is very much in demand, in response to the tremendous growth in investment in this industry. Moreover, international price realignments have made American textile machinery competitive for the first time in decades. Plastics production machinery also provides an excellent export opportunity.

Growing demand is anticipated for hospital and medical equipment and related supplies. Office equipment, from sophisticated machines to consumable supplies, is needed in increasing quantities. The curve of demand for chemicals and other raw materials for synthetic production is also sharply upward.

There is a large and expanding market for a variety of U.S. consumer goods, a sales area that has been largely ignored to date by

GOODYEAR PLANT IN THAILAND—*Though the investment outlook in Thailand for the near future is uncertain, U.S. exports have become very competitive there.*

U.S. businessmen because of previous high prices and poor market potential. Increasingly, however, these U.S. consumer products are becoming attractive to a growing middle class of Thai society, a product of Thailand's expanding economy.

Growing numbers in this middle-class group now regard U.S. products as within a realistic price range, but U.S. business must adapt its products to the special characteristics of the market. Appliances, for example, must be capable of operating on 220v/50cy electrical systems, or the consumer will be forced to buy a transformer.

Bright prospects also exist for increased U.S. agricultural exports. Cotton and tobacco are among the most important. Preliminary market research has shown that there is also a growing market for canned vegetables, fruits, and other agricultural products.

The challenge

Bright sales prospects appear certain for U.S. products through 1973, 1974, and probably beyond. However, aggressive market development will be required if U.S. business is to reap the full benefit from these improved market prospects in Thailand.

Revaluation and other monetary realignments have made U.S. products price competitive over a very wide range. Nevertheless, third countries with already well established market positions can be expected to offer stiff competition. Their many salesmen are actively laying the groundwork for future sales despite the price changes that have occurred.

U.S. businessmen also must begin now to expand and develop a market for their products. The one ingredient most needed is aggressive U.S. business interest in the market; all others, including trainable agents and distributors looking for opportunities, are already available.

Mozambique's Continuing Recovery Brings New Interest In U.S. Goods

Mozambique's continuing economic recovery is improving prospects for U.S. sales there. The American Consulate General in Lourenco Marques has become aware of a noticeable increase of interest in buying from the United States during the first half of 1973.

A fairly good crop year, growing industrialization, increased government construction, and incentives for capital investment in manufacturing, fisheries, and service industries contributed to an estimated 7 percent increase in Mozambique's GNP in 1972, compared with 4.5 percent in 1971. Thus, despite severe restrictions on imports to end Mozambique's balance of payments deficit, growth returned to levels closer to the government goal of 10 percent. In current prices, at the end of the year exchange rate, this meant an increase in the GNP from U.S.$2,125 million to $2,275 million, with a rise in per capita GNP from $247 to U.S.$264.

Agriculture remains the backbone of Mozambique's economy, supplying most domestic food needs and some 65 percent of export commodity earnings. A large majority of the population continues to live by subsistence agriculture, which still accounts for slightly less than a quarter of total economic output.

Major agricultural exports in 1972 were, as usual, cashew nuts, cotton, sugar, tea, corn, timber, and copra. Cashews (including cashew shell oil) remain Mozambique's most valuable export crop, with a steadily increasing proportion being processed in Mozambique rather than sent—as formerly—to India; the 1972 crop was mediocre in quality, and the value of exports probably increased only slightly.

Industrial production rose by at least 10 percent and probably approached $500 million. About half of industry remains linked to the processing of food products (sugar, tea, cashews, beer, wheat flour, and soft drinks).

In 1972 mineral output probably reached $8.5 million, slightly higher than the preceding two years average of $7.5 million. Petroleum prospecting, however, came to a virtual standstill, with such leading companies as Amoco and Aquitaine abandoning their concessions for lack of results. Some interest is still being shown in offshore areas of the extreme north and south, where test drilling has not yet taken place.

With demand for imports rising steadily, rapid economic development, and the cost of the war against guerrillas in the north, Mozambique has developed an acute trade deficit, especially with metropolitan Portugal, which counterbalancing invisibles such as transportation services, tourism, and remittances from abroad cannot by themselves correct. Over the past 15 years this had led to a growing payments deficit, which reached a peak of $55 million in 1970, coupled with growth of a payments backlog with Portugal of a year or more.

Import rules

Import restrictions were imposed in November 1970, and succeeded in reducing the deficit in 1971 to about $15 million. In November 1971 much more drastic import and payments restrictions were imposed, and made applicable to imports from metropolitan Portugal as well as from other areas.

Under current rules, no imports can be brought in until exchange is alloted to cover them, and priorities ensure that urgent and developmental needs will be met first. Capital goods can generally only be imported on a deferred payments basis, to spread out their cost, and

greater incentives are being given to local industry and foreign investment.

As a result of these measures, Mozambique achieved a modest payments surplus of $6.4 million in 1972, even though such invisible earners as the transit and tourist trades were off a bit as a result of conditions in South Africa.

While skilled labor is in short supply in most fields, there is considerable unemployment among unskilled labor because of a constant influx from rural areas.

Import restrictions in 1972 led to a considerable depletion of merchandise stocks and some shortages, while drought at the end of the year led to relative scarcity of some food products. The shortages, combined with wage increases and growing consumer demand, led to considerable inflation, with the usually conservative Lourenço Marques retail price index rising 13 points to 173.

Higher savings

Private and public savings rose to $593 million by the end of 1972, a 13.20 increase for the year. Demand deposits, mostly held by small wage earners, rose 17 percent to $320 million, despite interest rates which continued to favor fixed time deposits. Bank loans probably attained about $410 million by the end of the year, compared with $389 million a year before.

Government relied increasingly on borrowing, and deliberately tightened credit in the private civil construction industry, leading to a decline of about 15 percent in new private housing in a year which saw accelerating public civil construction including highways, airports, and schools and hospitals. Paved highways and two major suspension bridges were opened which for the first time linked Lourenço Marques to Beira, and Beira to Tete.

The giant Cabora Bassa hydroelectric dam project, near Tete, continues on schedule, despite guerrilla efforts to sabotage supply routes. Work continues on the Massingir irrigation dam on the upper Limpopo, as well as studies for the giant offshore marine terminal at Ponta Dobela.

. With continued investment from Portugal under the Third National Development Plan, and greater encouragement of private foreign investment and local industry, the outlook for continued economic growth seems good despite fiscal difficulties which have, perhaps for the first time, been squarely faced.

Political uncertainties

Nevertheless, there remain certain political uncertainties which have in the past slowed Mozambican development (especially in 1964-66) and could do so again. Although it subscribes to racial equality and integration, Portugal continues under heavy criticism in the United Nations and elsewhere for administering Mozambique and other African territories as overseas Provinces permanently linked to Portugal, rather than granting them independence. Since 1964 Portuguese authority has been challenged by a relatively small but persistent nationalist guerrilla opposition in the frontier areas of the northern districts of Cabo Delgado and Niassa, and in the western district of Tete and—more recently — adjacent areas of Beira and Vila Pery districts.

Meanwhile, in addition to military and social development activities in the war-affected areas, Portugal has fostered greater autonomy in Mozambique—which has been granted the designation of "State of Mozambique"—and its First Legislative Assembly, elected in March 1973, has for the first time a non-white majority.

Nevertheless, although security has been maintained in most of Mozambique, the costs of containing guerrilla warfare are considerable and continuing, with no immediate end in sight.

In 1972 the United States imported $25,600,000 worth of goods from Mozambique, and exported $15,800,000, for a negative balance of almost $10 million. U.S. imports, which in the first nine months amounted to about 15 percent of Mozambique's exports, consisted overwhelmingly of cashew nuts, followed at a considerable distance by sisal cordage and tea.

American exports to Mozambique, as in past years, were considerably more varied than imports, but the major categories were as usual aircraft, construction equipment (tractors, graders, cranes, etc.), airconditioning and refrigeration equipment, and insecticides and herbicides. At least one-fifth of the total was for spare and replacement parts.

The relatively poor export showing (down some $2 million from 1971) was due to several factors, including Mozambique's tightening import restrictions and the lack of certain major items (jet aircraft, locomotives, wheat) which frequently appear on the U.S. export list.

Outlook seems better

The outlook for U.S. exports seems better for 1973, partly because of dollar devaluation, but also because of local factors. Import restrictions, while certain to remain in effect for some time, give preference to capital goods which will aid economic development, and since the end of 1971 goods from metropolitan Portugal no longer enjoy substantial import preferences over foreign goods.

A major factor in determining whether U.S. goods are competitive, however, will be the availability of credit. Mozambique regulations require that virtually all imports valued at more than $80,000 be imported on a deferred payment basis approved by the authorities, with a maximum of 20 percent payable in the first year and the remainder spread out over at least three years and interest no higher than one percentage point above internal rates (currently this would be 9-10 percent).

World Trade Actions

France Eases Exchange Restrictions; Kenya Changes Import Regulations

France: As of Aug. 10, French exchange restrictions on outgoing payments have been eased somewhat. The allowable tourist allocation has been increased to Fr5000 per person, supplemental amounts for business trips raised to Fr500 per day and an additional Fr1000 per week allowed using French credit cards. Controls on exchange of francs for foreign currency by non-residents are now exempted up to Fr5000.

The allowable limits of various types of private transfers have been increased somewhat and certain other types may be paid without limit if documented. For instance, maximum transfer without required documentation is increased to Fr1500. Documented purchases of personal homes abroad may now be made up to Fr.300,000. Residents moving abroad becoming non-residents may now withdraw all funds from France after two years.

Exchange controls relating to import and export payments and use of forward cover have been loosened. The size of import and export transactions not requiring detailed bank monitoring of payments (Domiciliation Bancaire) is increased to Fr50,000. Access to forward cover for imports is now allowed for services and any new transaction executed for a contract. Previously, only merchandise imports were covered. On the export side, exporters may now buy forward cover against offers and bid applications as well as for all contracts.

Kenya: New import regulations which became effective on July 2 are expected to allow a greater volume of imports into Kenya, with fewer restrictions. Major U.S. exports such as tallow, insecticides, craft papers, medical and pharmaceutical products, and cereals will no longer face tough import quotas.

The import system, under the direction of the Central Bank of Kenya, contains four schedules of controlled goods. All imports not on the schedules qualify for "Open General Licensing" (OGL) which must be registered with the Bank but are not controlled. Schedule I Lists items for which foreign exchange is available, but require import licenses. The schedule includes most of the major U.S. exports to Kenya that were formally under quotas.

Some major U.S. exports remain under quota control (Schedule II) and include corn cereals and second-hand clothing. Schedule III lists goods for which no foreign exchange is available. Such restricted items include those produced in Kenya, such as meat and poultry, dairy products, rice, pineapples, cloth bags, iron and steel products, and gold jewelry. Schedule IV includes only automobiles, which are not subject to import licensing, but for which there is a quota on available foreign exchange.

Goods imported by the Government are exempted from all licensing and registration requirements.

Under the new rules, all applications for import licenses will be made to the Director of Trade and Supplies, Ministry of Commerce and Industry. OGL registrations will be filed with the Central Bank. All imports into Kenya will be subject to inspection by a private inspection agency contracted by the Kenyan Government.

New Zealand: In an anti-inflation move to safeguard against shortages, the Government of New Zealand will issue import licenses for NZ$70 million worth of goods. The bulk of the new authorizations will be obtained by automatic increases in current basic licenses held by traditional importers. Major increases include:

- 25 percent increase in imports of foodstuffs and related items, children's clothing and footwear, household appliances, industrial goods including timber, sanitary earthenware.
- 20 percent in purchases of wine, synthetic fabrics, copper tubes, aluminum foil.
- 10 percent increase for glassware, footwear, and paper products.
- New licenses will be issued for a variety of items, including fish, margarine, jams and jellies, canned meats, inks, disinfectants, plastic materials, plywood, particle and paper board, steel, copper and aluminum sheets, bars and rods, and a wide range of machinery (firms new to trade may apply for licenses in this category).

All goods must be shipped by March 31.

Portugal: As part of a long range program for industrial development, an industrial parks program is being implemented by the Portuguese Government. The first site selected is the Braga Industrial Park in northern Portugal. It is sufficiently distant from the Lisbon and Oporto industrial centers to emphasize the Government's determination to decentralize industry.

Each industrial park, as presently foreseen, will have a complete infrastructure for both residential and industrial purposes. Priority industries will have the right to receive maximum fiscal benefits, which include a ten-year loan to recover the cost of initial installation of their plants, favorable interest rates, and generous amortization provisions. Exemption from or reduction in industrial taxes, corporate income taxes, certain transfer and property taxes and customs duties also are available.

Contact the Industrial Parks Promotion Service, Ministry of Economy, Lisbon, Portugal.

International Business Reports

Setting Up Enterprises in Japan. Bank of Tokyo, 1973. $40.

This 400-page handbook covers investment regulations and incorporation procedures, controls on technological assistance contracts, finance, taxation, labor situation, industrial location, anti-monopoly regulations, foreign exchange and trade controls, industrial property rights, marketing, and trade associations. Also included is a summary of Japan's fifth round capital liberalization measures, which became effective May 1 of this year.

Write: Bank of Tokyo Ltd. New York Agency, 100 Broadway, New York, N.Y. 10005, Attn: Mr. T. Masaki, Manager, Trade and Investment Information Service Department.

The Competition Law of the EEC: A Practical Guide. By James P. Cunningham. 315pp. $20.

Restrictive trade agreements and practices in existence Jan. 1, 1973 or adopted later, in the original six and new member countries, are subject to the competition law of the EEC. This guide is intended to meet the needs of businessmen, and their legal advisers, trading with the EEC. It sets out first the economic background and the general principles of Articles 85 and 86 and Regulation 17 of the law, followed by several chapters dealing with particular types of agreements likely to be encountered in practice.

Write: Noyes Data Corp., Mill Rd. at Grand Ave., Park Ridge, N.J. 07656.

A Profile of Yugoslavia for U.S. Investors. 12pp. Free. Investing in Yugoslavia with OPIC Assistance. 77pp. $1.50. Both published by the Overseas Private Investment Corporation.

The first publication sketches Yugoslavia's history, political organization, social structure and geographical makeup. It provides a concise picture of Yugoslav investment laws and outlines the workings of the joint venture system under which foreign investors must operate. Other subjects discussed include transfer of profits, repatriation of investment and various management responsibilities and functions.

The second publication is a more comprehensive study which provides a detailed analysis of all aspects of Yugoslavia's investment laws.

Write: For A Profile of Yugoslavia for U.S. Investors—OPIC, 1129 20th St. NW., Wash. D.C. 20527; for Investing in Yugoslavia with OPIC Assistance—Superintendent of Documents, Government Printing Office, Wash. D.C. 20402 (order number 5700-00001).

The Italian Embassy has published its annual "Italy An Economic Profile — 1972," which provides a complete account of the economic situation in Italy for 1972. For copies, write: Commercial Office of Italian Embassy, 2600 Virginia Ave., N.W., Washington, D.C. 20037 (202-337-3700).

Calendar For World Traders

Oct. 15-19 — Schenectady, N.Y. — Union College. Institute on the Future of American Corporations in the EEC.

Oct. 16 — Memphis — World Trade Club's Port of New Orleans night, Ellis Auditorium.

Oct. 16 — New York — Briefing on tax incentives for U.S. exports, International Study and Research Institute, 1 p.m.

Oct. 18 — New York—FCIB Drug, Chemical & Food Export Club luncheon meeting. Advertising Club, 12:15.

Oct. 23 — New York — The Future of the Dollar, International Study and Research Institute's executive luncheon. Harvard Club.

Oct. 24-26 — New York — AMA Orientation Seminar on foreign operations under OFDI regulations, AMA Headquarters.

Oct. 25-26 — Atlanta — Conference on International Distribution, Atlanta International Hotel. Thursday luncheon speaker: Gov. Carter. Contact Atlanta District Office.

Oct. 25 — Buffalo — World Trade Assn. dinner, Buffalo Launch Club, 6 p.m.

Oct. 25-Nov. 2—Greenville, S.C.— Textile Machinery Exhibition — International '73, Thunderbird Motor Inn. Sponsor: American Textile Machinery Assn.

Oct. 30-31 — New York — How to organize a DISC and evaluate existing DISCs. Sponsored by World Trade Institute and International Executives Assn.

Oct. 31 — New York — Workshop on commercial letters of credit, New York Chamber of Commerce and Industry, 1 p.m.

Nov. 1 — Atlanta — Export to Japan Seminar, Sheraton-Biltmore, 11 a.m.-3:30 p.m. Sponsors: Chamber of Commerce, Commerce District Office.

Nov. 5 — New York — FCIB luncheon roundtable conference on international finance, credit, collection and exchange problems, Summit Hotel, noon.

Nov. 7-8 — New York — Import controls and trade reform. Sponsors: World Trade Institute, Bureau of National Affairs, Federal Bar Assn.

Nov. 7-8 — New York — Standardization in documentation, World Trade Institute.

Nov. 8 — Atlanta — Export seminar, Commerce District Office, 10 a.m.-noon.

Worldwide Business Services

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors overseas. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through these columns of Commerce Today.

Licensing, Investment Abroad

2360 — AUSTRALIA — Medium-sized firm seeks license to manufacture **infants' and girls' summer outerwear.** Sells throughout Australia, Papua/New Guinea and South Pacific. Employs 60 persons. Turnover in 1972 was $400,000. Company officials will visit the U.S. in December for discussions with interested firms. Charles Trigger, Managing Director, Pollyanna Creations Pty. Ltd., Pollyanna House, 17 Jurgens St., Woolloongabba, Brisbane, Queensland 4102. WTDR. P-73668.

2821 — JAPAN — Firm seeks licenses for **technology in order to produce finished products from the following intermediates** which it already produces: (A) Enginering plastics—polyester resins, unsaturated polyesters, glass fiber reinforced plastics; (B) High technology plastic film—polyester and polycarbonate film; (C) High technology synthetic paper—aromatic polyamide synthetic paper. Company is leading supplier of synthetic fibers, plastics, films, chemicals and equipment, with 1972 sales reported at $660 million. Sigeru Ueno, Senior Staff Member, Patent Dept., Teijin Ltd., 1, Umeda, Tita-Ku, Osaka. WTDR. P-73673.

2851, 2951, 3079 — SWITZERLAND — Seeks licenses to manufacture U.S. **humidity protection coatings, waterproofing concrete additives and paving mixtures, humidity control plastic products, resins and waterproofing compounds** for the building trade. Must have long shelf-life. Firm established 1949; employs 25; has annual sales averaging $520,000. Manufactures and distributes humidity control products and materials for the building trade. F. J. Aschwanden, F. J. Aschwanden AG, P.O. Box 114, 3250 Lyss, Switzerland. WTDR. P-73667.

2879 — AUSTRIA — Seeks joint venture to build plant and produce **Agricultural chemicals.** Also wishes to represent joint venture partner or other manufacturers of chemicals, pesticides or pharmaceuticals in Austria and other European countries. Firm is recently established small company trading in and producing herbicides and insecticides. Dr. Ing. Rudolf Krupicka, Agrochemia Ges.m.b.H., Gusshausstr. 9/8a, A-1040 Wien. WTDR. P-73666.

3079 — SWITZERLAND — Seeks licenses and modern equipment in the field of **plastic extrusion systems. Polyolefin plastic film** for widths up to 2,000 mm. is of special interest. Also equipment for film guiding, expanding, automatic tension, width control, wrinkle removal, plastic film printing, cutting, bag making, and technical plastic film processing. Firm established 1953, employs 140, is leading plastic film manufacturer and processor. Paul Menzl, dipl. Ing., Vinora AG, Holzwiesstrasse, CH-8640 Rapperswil SG, Switzerland. P-73669.

2396 — SWITZERLAND — The largest producer of cork slabs for insulation purposes in the country desires a license to manufacture **glass wool from waste glass.** This is a recirculation process to develop glass wool for insulation. Company, which was founded in 1930, had sales of $3.4 million in 1972 and employs about 60. Mr. Schneeberger, President, Schneeberger Kork, AG, 4657 Dulliken, Switzerland. P-73675.

3325 — INDIA — Technical collaboration for the establishment of a foundry to manufacture **corrosion and heat-resistant castings in steel, carbon steel, alloy steel, hastealloys and other nickel base alloys** sought by established firm. Necessary equipment including arc furnace, induction furnace, heat treatment machines and other foundry equipment needed to make 500 tons of castings annually will be imported. P. S. Seshadri, B.D.K. Alloy Private Ltd., Station Rd., Post Box 55, Hubli 580020, Mysore State, India. WTDR. P-73676. OPIC.

3431 — KUWAIT — Local group of investors has commissioned market study to determine feasibility of establishing **sanitary ware** factory (bathroom, plumbing fixtures, etc.). Should study prove favorable, group seeks collaboration with U.S. firm equipped to furnish production machinery and provide a full range of management support and technical expertise. Prefers foreign company to take some equity in factory, however, they will consider other arrangements. Local group prepared to invest $5-10 million. Talal Abu Ghazaleh Co., P.O. Box (SAFAT) 4628, Kuwait. Tel. 433900, Cable: Auditors; Telex: 2119 Kuwait. P-73674.

3585 — SWITZERLAND — Large manufacturer of air conditioning and ventilating equipment seeks licenses. Wants to produce (1) **self contained air conditioning units** from 2 to 20 tons of refrigeration, air and water cooled; (2) **air handling units from 20,000 to 60,000 cfm,** single sheet construction mainly for indoor application; and (3) **air handling units from 20,000 to 150,000 cfm,** double wall or sandwich construction for indoor and outdoor application. Ease of installation is important feature for air handling units. Would market equipment in Western Europe, consider agency representation. Firm employs 4,600 worldwide. Maintains distributors in number of major countries. Solid financial situation. H. H. Oppliger, Chief Product Manager, Luwa AG, Anemomenstr. 40, 8047 Zurich. P-73670.

3612 — UNITED KINGDOM — Manufacturing and marketing rights for **wound magnetic components,** particularly constant voltage transformers. Firm employs 200, has annual sales of $1.2 million. Produces transformers. Donald Sinclair, Reading Windings Ltd., 169 Basingstoke Rd., Reading, Berks RG2 OHG, England. P-73664.

3613 — VENEZUELA — Manufacturing rights for **power circuit breakers, magnetic starters and contactors.** Firm presently produces electric energy control and distribution panelboards. Imports thermomagnetic circuit breakers, starters for

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Office of International Finance and Investment, Foreign Investment Services Staff, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to specific proposals.

WTDR indicates that a World Traders Data Report containing financial and background information on the foreign firm is available for $5 from the Department of Commerce, Export Information Division, Washington, D.C. 20230, or from any Commerce District Office.

OPIC indicates that the country involved is eligible for investment insurance coverage written by the Overseas Private Investment Corporation. Information regarding applicable coverage may be obtained from OPIC, Washington, D.C. 20527.

own use. Employs 57, markets throughout Venezuela. "DESITEC—Desarrollos Industriales y Tecnicos, C.A.," Apartado 241, Transversal 7, Num. 83-131, Urbanizacion Industrial Carabobo, Valencia, Estado Carabobo, Venezuela. WTDR. P-73672.

3622, 3542 — SWITZERLAND — Producer of switchboards, distribution boards, industrial machinery seeks to diversify through licensing. Wants to manufacture **electronic controls for machine tools, rolling mills and other special industry machinery; controls for cableways, cable railways and ski lifts;** and **special medium precision machine tools such as steel bar bending and metal forming machines.** Firm can also provide service and maintenance facilities to American companies marketing similar products in Europe. K. F. Boll, Ing., OEMB SA, Officine Elettro Meccaniche Bodio, CH-6734 Bodio, Switzerland. P-73665.

3670 — HONDURAS — Joint venture or license to assemble **electronic components.** Can provide facilities, labor; has manufacturing, marketing experience. Presently produces clay tiles. Represents several U.S. firms, maintains service operation. Employs 39. Good reputation. Emilio Scheib P., Scheib Commercial, S. DE R.L., 2A Avenida 713 (Apartado Postal 679), Comayaguela, Honduras. P-73663. OPIC.

3711 — JAPAN — Seeks licenses to manufacture specialized vehicles and related material-handling systems, including: **garbage collecting, compacting and disposing vehicles, equipment and systems; trucks with extension ladders and aerial towers for bridge inspection and other special purposes; container or cargo loading and unloading systems as integral parts of trucks.** Firm is large manufacturer of aircraft, machinery and parts. Junzo Nomura, Assistant Manager, Kawanishi Motor Service Division, Shin Meiwa Industry Co., Ltd., Asahi Tokai Bldg., 6-1 Ohtemachi 2-chome, Chiyoda-ku, Tokyo 100, Japan. WTDR. P-73671.

Licensing In U.S.

For additional information on opportunities to manufacture foreign firm's products in the U.S., write Commerce's Office of International Finance and Investment, U.S. Department of Commerce, Washington, D.C. 20230; (202-967-2248), referring to the appropriate file number.

BELGIUM — Aluminum curtain-walls. **File 2478**

FRANCE — Lock industry — special lock used on wood shutters. **File 2479**

GERMANY — Leather industry — standardized super tubes. **File 2480**

GERMANY — Leather processing machine industry — automated machines. **File 2481**

SWITZERLAND — Plastic household products — self-adhesive roller clip for hanging trousers, shirts and other wearing apparel. **File 2482**

SWITZERLAND — Electrical products industry — novel type of inverter. **File 2483**

Fourteen Nations Ask UNDP Help For Development Projects

Fourteen developing nations have submitted 24 requests for financial and technological assistance from the United Nations Development Program. Copies of these preliminary requests are available to U.S. firms. They can serve as a guide to potential projects on which future bid proposals may be requested, or as indications of the industrial and social plans of the requesting nations.

U.S. firms are cautioned that these projects may not be approved by the UNDP. They have not yet been funded and no executing agency has been designated to implement them. Interested U.S. firms may request copies of these projects from the Trade Opportunities Section, Room 1322, Office of Export Development, U.S. Department of Commerce, Washington, D.C. 20230. Please include a pre-addressed label and identify each project desired by project number, country and title.

BGD/73/010 — BANGLADESH — Poultry improvement.

BHU/72/005 — BHUTAN — Technical assistance to the automobile repair workshop department.

EGY/71/585 — EGYPT — Quality control center for engineering industries.

EGY/71/592 — EGYPT — Institute for training technicians and workshop teachers, Kobba (Cairo).

EGY/73/048 — EGYPT — Improvement of drainage and irrigation systems in newly reclaimed areas.

ELS/72/012 — EL SALVADOR — Study and promotion of industrial projects.

GUA/72/013 — GUATEMALA — Human resources training and development of small scale enterprises.

GUA/73/002 — GUATEMALA — Telecommunications.

IND/71/610 — INDIA — Establishment of a demonstration plant producing synthetic fibres, Sasmira, Bombay.

IND/71/627 — INDIA — Establishment of a turbomachinery and combustion laboratory at Bangalore.

IND/73/007 — INDIA — Establishment of a national electricity system operation organization in New Delhi and Bangalore.

IND/73/016 — INDIA — Development of newer fibres and composites.

IND/73/022 — INDIA — Central institute of road transport (training and research).

IND/73/023 — INDIA — Modernization of engineering design and consulting services, New Delhi.

MEX/73/015 — MEXICO — Technical assistance in the operation of agricultural and livestock technological education centers, Mexico, D.F.

MOR/73/013 — MOROCCO — Use of radio isotopes in agriculture.

NIC/73/010 — NICARAGUA — Telecommunications.

PAR/72/004 — PARAGUAY — Development of groundwater in Chaco.

PDY/73/001 — REPUBLIC OF YEMEN — Up-grading Maalla Technical Institute to poly-technic level.

SOM/72/014 — SOMALI — Strengthening of the central agricultural research station and training centers.

SYR/72/010 — SYRIA — Assistance to the textile laboratories and design center.

SYR/72/013 — SYRIA — Assistance to the faculty of Agriculture University of Damascus.

TUR/27/037 — TURKEY — Promotion of training and programs in sanitary engineering at the Middle East Technical University (METU), Ankara.

VEN/72/017 — VENEZUELA — Research and development of continental fisheries.

(See other UNDP story on p. 70)

Venezuela Aluminum Firm Gets First Foreign License For U.S. Color Anodizing Process

Anodal, C. A. of Caracas, Venezuela has been licensed by Innova Corp. to use the Seattle firm's patented Innovacolor Process for color anodizing aluminum in Venezuela. Assisted by Innova, Anodal will start up the new process in its Caracas plant, becoming the first company there to offer integral color anodizing of aluminum.

Innova recently announced the first commercial use of Innovacolor by Anodizing, Inc., its licensee in Portland, Oregon. Robert Meyer, President of Anodal, C. A. was advised of the licensing opportunity by the Department of Commerce's Commercial News for the Foreign Service and moved rapidly to observe the Portland operation first hand and negotiate an exclusive license. The agreement calls for an initial fee and royalty payments at a specified amount per square meter of aluminum anodized. This is the first of several licenses the firm will grant in the next few months.

Foreign Firms Seek Partners To Produce Their Goods In U.S.

A medium-sized Swiss manufacturer of electric power distributing and switching equipment is interested in a joint venture in the U.S. for manufacture and distribution of its line, including electric insulator made of plastic material and quartz said to have a number of important advantages over conventional glass or porcelain insulators. **File 2484.**

Another Swiss manufacturer is interested in a joint venture in the U.S. for manufacture and distribution of its household products, including lint remover, household brushes and novelty plastic items. **File 2485**

A leading Japanese supplier of synthetic fibers, plastic films, chemicals and equipment is interested in a joint venture in the U.S. for a range of fine chemicals, chiefly pharmaceuticals. **File 2486**

Foreign Trade Opportunities

These trade opportunities are based on reports received from the U.S. Foreign Service by the Trade Opportunities Division, BIC-267, U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest are indicated by the five-digit numbers and commodity classifications which are from the Standard Industrial Classification (SIC) Manual and the Numerical List of Manufactured Products, 1967 Census of Manufacturers.

U. S. firms should be aware that the listing in Commerce Today *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Export Administration Act of 1969. Applicable export licensing regulations must be followed.*

Every effort is made to include only traders with good reputations. However, the Department cannot be responsible for any trade relations.

Abbreviations used are: I (importer); D (distributor); M (manufacturer); A (agent); R (retailer). To avoid delays, requests for loan material must specify country, commodity, foreign government agency.

WTDR indicates that a World Traders Data Report on this specific firm is available for $5 from the U.S. Department of Commerce, BIC-266 Washington, D.C. 20230. A WTDR is a trade profile which contains commercial information, including financial references, on an individual foreign firm. Orders must include complete name and address of the subject firm and be accompanied by payment. Further information concerning WTDR's and request forms is available at each Commerce District Office.

The mark (•) indicates that this trade opportunity is a request for bids by a foreign government agency.

Direct Sales

Foreign private firms and government agencies are interested in direct purchases of these products. See also "Representations" listing.

Heavy construction

•16200 — ARGENTINA — Detail engineering, construction, supply of necessary equipment, start-up and training of personnel for a 32-kilometer-long, 8-inch-diameter iron ore pipeline linking the Sierra Grande iron ore deposits and the iron ore concentration and pelletization plant at Punta Colorada, Province of Buenos Aires. This is International Public Tender No. 305/73. Bid deadline is Nov. 15. Conditions and specifications are available for US$400 from: Hierro Patagonico de Sierra Grande, Gerencia de Compras, Av. Belgrano 1370, 8 Piso, Buenos Aires, Argentina. TWX 122509 HIPAS-BAIRES.

•16200 — THAILAND — Construction of one 135-meter-high rockfill dam with an impervious center core, including foundation excavation and grouting, which will create a reservoir with a gross storage capacity of 17,750 million cubic meters; an above ground powerhouse to accomodate three units of 120 MW generating equipment; foundation excavation for two future units of 180 MW each; two diversion tunnels of 6 m. in diameter each, one of which will be covered into outlet works; a common approach channel for power intake and spillway; an open channel spillway with flip bucket; power intake for five lines of penstocks; ground preparation of switchyard and other miscellaneous works. The tender reference is EGAT-BN-TL. The project is under the auspices of the Electricity Generating Authority of Thailand, Nonthaburi. Bid deadline is Dec. 1. Bidding documents can only be purchased from the Foreign Activities Dept. Electric Power Development Co., Ltd., 8-2, Marunouchi 1-Chome, Chiyoda-ku, Tokyo, at $300 for first set; $100 per additional set.

Meat products

20110 — INDIA — Frozen meat products including beef, lamb, bacon, ham, sausages and salami. R. N. Rustomji & Co. (I, D, M), P.O. Box 884, Shreenivas House, Ground Fl., Outram Rd., Fort, Bombay 400001.

Dairy products

20220 — INDIA — Cheese of different varieties such as roquefort, gorgonzola, cheddar. R. N. Rustomji & Co. (I, D, M), P.O. Box 884, Shreenivas House, Ground Fl., Outram Rd., Fort, Bombay 400001.

Canning, preserving foods

20330 — INDIA — All types of canned fruits and vegetables including artichokes, mushrooms, asparagus, tips, wholes, etc. R. N. Rustomji & Co. (I, D, M), P.O. Box 884, Shreeivas House, Outram Rd., Fort, Bombay 400001.

20331 — ITALY — Canned fruit and fruit salads, for resale. Cavs Sas Commercio Alimentari Valle Susa Di Assunta Fissore (I, D), Via San Francesco Di Sales 86, 10022 Carmagnola Torino.

20332 — ITALY — Canned peeled tomatoes. Firm considers purchasing an average of 10,000 24-KG cases of this product per annum, for resale. Cavs Sas Commercio Alimentari Valle Susa Di Assunta Fissore (I, D), Via San Francesco Di Sales 86, 10022 Carmagnola Torino.

20341 — NEW GUINEA — Sultanas, currants, raisins. P D F Wholesalers Pty. Ltd. (I, D), P.O. Box 630, Arawa, Bougainville, Papua.

20350 — INDIA — All types of pickled fruits and vegetables, vegetable sauces and seasonings and salad dressings including soya sauce, Russian dressings, etc. R. N. Rustomji & Co. (I, D, M), P.O. Box 884, Shreenivas House, Ground Fl., Outram Rd., Fort Bombay 400001.

Grain mill products

20422 — PORTUGAL — Prepared feeds for animals and fowl. Exclusive representation. Firm must complete purchase arrangements urgently. Guilherme Machado & C. Lda. (I, A, D), Rua Nova da Alfandega, 108, Oporto.

Confectionery

20714 — SWEDEN — Licorice. Viktualiekompaniet AB (I, A), Artholmsvagen 184, S-216 20 Malmo.

20730 — SWEDEN — Chewing gum. Viktualiekompaniet AB (I, A), Artholmsvagen 184, S-216 20 Malmo.

20722 — SWEDEN — Chocolate. Viktualiekompaniet AB (I, A), Artholmsvagen 184, S-216 20 Malmo.

Beverage industries

20840 — JAPAN — Dinner wines and dessert wines of high quality. Jardine Matheson & Co., (Japan), Ltd., Attn: R. D. P. Michell (I, A, D), Central P.O. Box 282, Tokyo 100-91.

20853 — GUINEA — Whiskey, 2,000 cases. Societe Guineene de Commerce (SOCOMER) (R, diplomatic store), B.P. 61, Conakry. Telex: 606 Enero Cry. Director Gen. Momo Radunovic. Requests replies in French.

20874 — BELGIUM — Colorings for food. Fabrique Belge de Matieres Colorantes Paul Entrop Sprl. Mr. Paul Entrop, Mng. Dir. (M, I, A, D), Emmanuellaan 15, 1830 Machelen.

Food preparations

20921 — NORWAY — Soybean oil. Harald Mathisen A/S, Attn: Mr. Helge Baklund (I, A), Nedre Vollgate 1, Oslo 1.

Broad woven fabric mills, cotton

22110 — BAHAMAS — All bed linen in medium and low price range. Robin E. Jeffs, Central Furniture Co. Ltd. (I, D, R), P.O. Box N-8166, Nassau.

22115 — GREECE — Cotton-polyester shirting in poplin, light and medium weight, and gabardine. Initial order 30 to 40,000 meters. E. Grammenidis, S.A. (I), 8 Hermou St., Thessaloniki WTDR 6/73.

22115 — SWITZERLAND — Broad woven fine cotton and mixed cotton/polyester fabrics for manufacture of women's clothing. Offers should include

samples. Sarci SA (I, A, M), Baarerstr. 117, 6300 Zug.

22117 — AUSTRALIA — Cotton piece goods in novelty designs suitable for manufacture into infants' clothing; cotton piece goods suitable for boys' and men's shirts and pajamas; woven check gingham or poplin cotton fabric; all general adult designs in lawn, voiles, tussore and poplin. Estimated annual total orders could exceed 140,000 yards. Goods required for resale and manufacturing. Requires samples and prices of all types of clothing fabrics. J. Leutenegger Pty. Ltd. (M, D), P.O. Box 300, Brisbane, Queensland 4001.

22118 — JAPAN — Cotton sheets, pillow cases. Suzuya Co., Ltd., Attn: Mr. Ichikawa (I, R), 2-24-1 Yushima Bunkyo-ku, Tokyo.

22119 — SWITZERLAND — Quality terry towels; all colors and sizes. Direct purchase & agency. Alexandre Lepik, (I, A, D), Rue Gilbert 30, 1217 Megrin.

Broad woven fabric mills, manmade fiber, silk

22210 — PARAGUAY — Polyester and synthetic/cotton fabrics for men's sport and dress shirts, suitings, and women's dresses and blouses. Adequate for tropical climate. Direct purchase & agency. Amazona SRL (I, A, D), Iturbe 467, Asuncion.

22211 — AUSTRALIA — Upholstery fabrics for use in furniture manufacture. Preferred price range up to U.S.$3 per yd. Samples, prices requested. Demand may exceed 60,000 yds. per yr. Management will visit U.S. in late October to finalize purchase of suitable fabrics. Rapid response should ensure opportunity to meet with directors during visit. Tony Pondes, Acacia Furniture Pty. Ltd. (M, D), 796 Boundary Rd., Coopers Plains, Brisbane Qld. 4108.

22211 — GREECE — Combination synthetic and natural fiber upholstery fabrics for resale to local furniture industries, up to $100,000 worth. Athanasios Georgiadis (A, I), 32 Venizelou St., Thessaloniki.

22214 — GREECE — Cotton-polyester shirting and gabardine for sale to shirt and rainwear manufacturers, up to $100,000 worth. Anthanasios Georgiadis (A, I), 32 Venizelou St., Thessaloniki.

22219 — SWITZERLAND — Fitted bed sheets of all kinds. Direct purchase & agency. Alexandre Lepek (I, A, D), Rue Gilbert 30, 1217 Megrin.

Broad woven fabric mills, wool

22310 — BAHAMAS — Double and single blankets. Robin E. Jeffs, Central Furniture Co. Ltd. (I, D, R), P.O. Box N-8166, Nassau.

Narrow fabrics, other smallwares

22410 — UNITED KINGDOM — Tubular hose fabric. Gunco Products, Contact: James H. Sandles, Gen. sales Mgr. (I, D, exporter), Helsby St., Warrington, Lancashire WA1 3BQ.

22410 — THAILAND — Polyester twisted cable cord, various sizes, for producing V-belts. Quantity required 12 tons/year. Request c.i.f. Bangkok prices, samples. Thai Sin Anant Rubber Factory Co. Ltd. (I, M), 442 Moo 3 Soi Somsook, Suksawasdi Rd., Rasburanan, Bangkok.

Floor covering mills, products

22710 — BAHAMAS — Medium and low priced carpeting. Robin E. Jeffs, Central Furniture Co. Ltd. (I, D, R), P.O. Box N-8166, Nassau.

Yarn, thread mills, products

22810 — GERMANY — Spun yarns—carded and combed cotton, mixed cotton viscose 33/67, mixed polyester with cotton 50/50 and 65/35, acrylic yarns (wetproduced) knit-spun, all waxed on cones. Direct purchase & agency. Paul Steinhauser Garne (A, D), Hauptstrasse, D-7415 Wannweil.

22830 — JAPAN — Hand knitting yarn. Jardine Matheson & Co., (Japan), Ltd., Attn: R. D. P. Michell (I, A, D), Central P.O. Box 282, Tokyo 100-91.

Textile goods

22910 — FRANCE — Insulating felts. Direct purchase & agency. V. G. Anticorrosion, Attn: Yves Besson, Gen. Mgr. (D, M), Plan de Campagne, Les Pennes Mirabeau, 13170 La Gavotte.

22953 — GREECE — PVC or plain vinyl laminated upholstery fabrics, for resale to local furniture making industries. Up to approx. $100,000 worth. Athanasios Georgiadis (A, I), 32 Venizelou St., Thessaloniki.

Men's, boys' furnishings

23214 — GERMANY — Interested in direct purchase (for resale) of "cowboy shirts" and similar products. C.i.f. U.S. harbor. Delivery should be possible upon short notice. Erdmann-Lederbekleidung, Contact: Hans-Werner Erdmann (M, R, D), D-8011 Baldham, Fichtenstrasse 10, Erdmann-Haus.

Women's, misses', juniors' outerwear

23390 — JAPAN — Women's, misses', and juniors' scarfs and neckwear, piecegoods, dresses and outerwear. Jardine Matheson & Co., (Japan), Ltd., Attn: R. D. P. Michell (I, A, D), Central P.O. Box 282, Tokyo 100-91.

Miscellaneous apparel, accessories

23860 — GERMANY — Interested in buying leather apparel, leather sportswear, leather jump-suits, leather jackets and pants. C.i.f. U.S. harbor. Delivery should be possible upon short notice. Erdmann-Lederbekleidung, Contact: Hans-Werner Erdmann (M, I, R), D-8011 Baldham, Fichtenstrasse 10, Erdmann-Haus.

Fabricated textile products

23920 — JAPAN — Cotton towels and table and bed linens. Jardine Matheson & Co., (Japan), Ltd. Attn: R. D. P. Michell (I, A, D), Central P.O. Box 282, Tokyo 100-91.

23929 — GERMANY — Terry cloth towels and washcloths. Elise Weil (I, A, D), 2 Hamburg 20, Eppendorfer Landstr. 16.

23929 — IVORY COAST — Cotton bath and beach towels in wholesale lots, first or second. Official intends to depart for U.S. around Oct. 20, and would like to receive offers before then. Mr. Taleb (I, D), Boite Postale 759, Abidjan. Telegrams can be sent to same address.

Sawmills, planing mills

24210 — FRANCE — Ash-lumber for tennis rackets, thickness 27mm, width 120mm, length 180-220 mm. Duco Co., Ltd., Attn: Mr. Yokoyama (I, A, D), 1-8 Takara-cho, Chuo-ku, Tokyo 104.

Wood products

24911 — GERMANY — Prepared wood to be burned in open fire places. Type of wood desired is available only in U.S. as it creates a different color effect while burning. Hagose GmbH (I, D), 62 Industriestrasse, D-7000 Stuttgart 80 P.O. Box 800560.

24995 — TRINIDAD & TOBAGO — Interested in direct purchase on a continuing basis of wooden backs for yard brooms and wooden paint brush handles of all sizes for use in its manufacturing operations. Reed Briton Ltd. (M, D, I), Fernandes Industrial Center, Laventille, P.O. Box 330.

Household furniture

25110 — BAHAMAS — Tables, especially coffee tables in medium and low price range. Robin E. Jeffs, Central Co. Ltd. (I, D, R), P.O. Box N-8166, Nassau.

25112, 25113, 25115, 25116, 25117, 25120, 25141, 25142, 25144, 25170, 25190 — JAPAN — Household furniture, standard quality, painted, unpainted, upholstered and non-upholstered, either completed or for assembly in Japan. Catalogs, specifications and c.i.f. price list desired. Bansei Kosan Co., Ltd. (I, D), Sumitomo Seimei Hakata Bldg., 22-8 Hakataekimae 3-Chome, Hakata-Ku, Fukuoka City 812.

25120 — BAHAMAS — Dining-room, bedroom, and kitchen dinette furniture in medium and low price range. Robin E. Jeffs, Central Furniture Co. Ltd. (I, D, R), P.O. Box N-8166, Nassau.

25140 — BAHAMAS — Metal beds in medium and low price range. Robin E. Jeffs, Central Furniture Co. Ltd. (I, D, R), P.O. Box N-8166, Nassau.

Office furniture

25210 — FRANCE — Wood office furniture, all kinds. Direct purchase & agency. Manutan, Contact: Andre Guichard, Gen. Mgr. (I, A), 33 Ave. Philippe Auguste 75011 Paris.

Lockers, office, store fixtures

25420 — GERMANY — Lockers, fireproof, for computer tapes and microfilms. Buerodesigner Egon Schultz (I, R), 2 Hamburg 76, Hagenau 10.

Pulp mills, products

●26100 — ALGERIA — Government body requires 3,000 m.t. unbleached and 3,000 m.t. bleached sulfate pulp for remainder of 1973. Also interested in receiving bids on supplying 40,000-50,000 m.t. of unbleached sulfate, bleached sulfate and bleached hardwood sulfate in 1974. Contact Monsieur Haddeu, Chef De La Contrale D'Achat A La Sonic, 4, Rue Mustapha Bouhired Algiers. Cable: Sonicel Alger.

26112 — SINGAPORE — Woodpulp: 30-50 tons per mo. Singapore Paper Products Ltd. Lee Seng Khiam, Dir. (I, M, D), 315 Alexandra Rd., Singapore 3.

Paper mills

26210 — GREECE — Paper for lithographic printing, coated or not (for labels, pamphlets, posters, postcards, magazines, etc.). Requests inquiries with c.i.f. Piraeus price quotations. Alex. Matsoukis S.A., Lithgraphic Printers (M), 69 Vas Friderikis Aven AG. Anargyri, Athens.

26211 — GERMANY — Newsprint. Manuchehr Eghbal (I, D), 2 Hamburg 11, Gr. Burstah 51.

26213 — TAIWAN — Coated art printing paper: (1) one side coated, 31" x

Special Action

Each of the following trade notices is deemed to rate the special attention of American manufacturers and suppliers by the U.S. Commercial Officers overseas.

26214 — CAMEROON — 10 point index paper for text book publication in the following sizes, volume, and colors: 26 in. x 40, white, 10 point index paper, 125,000 sheets., 20 in. x 26, pink 10 point index paper, 160,000 sheets; 20 in. x 26, canary 10 point index paper, 85,000 sheets. Delivery should be made within 8 weeks of receipt of letter of credit. Contract must be fulfilled by Jan. 15, 1974. Henry Meier. Adviser., Centre d'Edition Et De Production De Manuels et d'Auxiliaries De l'Enseignment, Imprimerie De l'UNESCO (Financially Autonomous Public Agency), Boite Postal 808, Yaounde.

28210 — SWITZERLAND — Polypropylene, polystyrene, ABS, polyethylene, polyester in form of granules for plastics industries. Direct purchase & agency. Gurit Worbla AG. (I, D, M), 3063 Papiermuehle Bern, Attn.: B. Olbrecht.

28213 — SWITZERLAND — Suspension P.V.C. powder. Direct purchase, immediate requirement 50 tons with repeat order same quantity. Urgently requests prices f.o.b. New York or c.i.f. Antwerp. Chemap AG, Attn.: Mr. Henry S. Bondi (M, D), Alte Landstr. 415, CH-8708 Maennedorf, Telex: 75. 508 Chem Ch.

33127, 33128 — NORWAY — 8500 tons steel plate, Lloyd and/or ABS certificate, grade A for new ship building. Also 2000 tons steel profiles for same ship. To be delivered Exworks January. Further specifications upon request to Mr. Oftedahl, Dir., Telex: 19378 Oltr-N. Oivind Lorentzen Trading A/S (I), Rosenkrantzgaten 15, Oslo 1.

33151, 33124 —AFGHANISTAN— A. 160 metric tons of 6 mm steel wire strands conforming to ASTM A-916 grade 250; B. 94 metric tons of 4 mm steel wire per din 488 (German Industrial Stds); C. 498 metric tons of steel bar and wire conforming to ASTM A-615 grade 60 in following sizes: diameter, mm. and weight, metric tons—26, 285; 20, 135; 18, 13; 16, 6; 14, 27; 5, 12. Payment and shipment: terms would be by sight draft against b/l with letter of credit, Chase Manhattan Bank. Quotations should have prices valid for three months and should include dates of factory shipment. Shipment c.i.f. Karachi with insurance to Kabul. Wire in coils bar in twenty foot lengths. U.S. contact: Mr. D. Zayakov, Project Mgr., International Engineering Co., Inc., 220 Montgomery St., San Francisco, Calif. 94104. Products intended for reinforcing concrete transmission poles. U.S. contact above is end-user of poles, can answer questions re specs. If quotes satisfactory, this is likely to be continuing market as urban/rural electrification proceeds. Poles essential for completion AID financed electrication projects. Afghanistan Breshna Moassessa (ABM) (The Afghan Electric Co.) (utility), Kabul.

33570 — JAPAN — Insulated electrical wires and cables; high voltage cables, wires; underground cables, telephone lines and house wiring. Basis of buyers purchase decision would be speed delivery; date of decision would be as soon as possible. Products would be for resale. Amount required: 30 million meters pr. yr. Okinawa-Ken Denzai Hanbai Kyokai (Okinawa Prefecture Electric Equip. Sales Assoc.), 1-40, Sogenji, Naha City, Okinawa.

33992 — SWEDEN — Balls of II or III quality steel dimension: 5/32 inches, alternatively 7/32 inches for the manufacture of small casters. Offers needed very urgently. M. Rosendahl AB (I, A, D), Box 11080, S-400 30 Goteborg 11.

35592 — MAURITANIA — All equipment and machinery (including electrical generating equipment) for small iron foundry located at Nouadhibou producing up to 10,000 m.t. steel reinforcing rods per annum from steel scrap. Installation would be owned and operated by SNIM, independent government agency responsible for industrial and mineral development. Preinvestment study available from SNIM. SNIM would expect supplier provide construction services and technical assistance for run-up phase of production. Estimate sales value at over $5 million, with possibility management contract. Societe Nationale Industrielle et Miniere (SNIM), Dir. Gen.: Ishmael Ould Amar (M), B.P. 1260. Telex: SNIM 51 Nkt, Nouakchott.

35595 — AUSTRALIA — Lime kiln using raw limestone to produce hydrated lime of one to 20 lbs, per hr. (70% hydrate for use as a flocculent and carbon dioxide as a PH controller. Mr. A. Michael Perrot, Resident Rep., Joy Mfg. Co. Pty. Ltd. (I, D, M), 28 Belmont Ave., Belmont, Western Australia, 6104.

35595 — GREECE — Complete animal feed mill for crushing, grinding, mixing and pelletizing/granulating of grain, protein meal, fats, molasses, vitamins and mineral additives. Mill capacity of 10 tons per hr. Silo capacity of 10,000 tons. Kordoyannis Bros. (I, farmer), 317 Monastirou St., Thessaloniki.

35595 — TAIWAN — Dipped tinplated coils plant for manufacturing cans. Thickness 0.4 mm, width 20 in. 40 in. & 60 in., capacity 250 tons/day. Value approx. U.S. $4 million. Euro Ltd. (I), 49 Nanking E. Rd., Sec. 2, Taipei (104).

35595 — YUGOSLAVIA — Highly automated equipment for A) expanding perlite (for insulation mixes in construction industry) with annual capacity 15,000 tons and B) for separation of perlite into granule sizes from two microns up, with annual capacity 5,000 tons. Can provide own financing, though credit offer by U.S. firms would be appreciated and would make bid more competitive. Wishes complete delivery by mid-1974. Termika (M), Kamniska 25, Ljubljana 61001. Attn.: Rudi Pavlic.

36112, 36220, 36743, 36792, 36793 — PORTUGAL — 60,000 units of ceramic capacitor 22NF tolerance plus 100% minus 20% 40V; 20,000 units of ceramic capacitor PF plus/minus 10% 100 V; 400,000 units of carbon resistors ¼ and ½ W, 110 Ohm minus 22 Mohm, tolerance plus/minus 0.5%; 140,000 units of metal resistors ¼ & ½ W, 1 Kohm minus 1 Mohm, tolerance plus/minus 1%; 100,000 units of carbon resistors ¼ & ½; 10 Ohm minus 200 Kohm, tolerance plus/minus 5%; 20,000 units of carbon resistors ½ W 33 Kohm, tolerance plus/minus 10%; 20,000 units of carbon resistors 1W 3.3 Kohm tolerance plus/minus 10%; 80,000 units of carbon resistors ¼ W 1.8 minus 68 Kohm, tolerance plus/minus 2%; 40,000 units of carbon resistors ¼ W 220HM minus 27 Kohm, tolerance plus/minus 5%; 140,000 units of winded resistors 2W 0.5 Ohm minus 40 Ohm, tolerance plus/minus 0.2%; 20,000 units of winded resistors 1W 1.55 Ohm, tolerance plus/minus 1%; 20,000 units of winded resistors 5W 28 Ohm, tolerance plus/minus 5%; 40,000 units of NTC resistors 0.7W 4.7 Kohm, tolerance plus/minus 10%; 40,000 units carbon resistors 10.81 Mohm, tolerance plus/minus 5%. 80,000 units NPN silicon transistors BD 168C. 20,000 units Germanium diode of 325; 20,000 units Zener diode BZX79B22; 20,000 units Zener diode BZX79C-24; 100,000 units silicone diode in 4148 or in 914; 80,000 units diode in 4002. 20,000 units polyester capacitor 0.47 up plus/minus 10% 100 V; 20,000 units polyester capacitor 51 NF plus/minus 5%; 400V 20,000 units polyester capacitor 9.1 NF plus/minus 2.5% 160V. Catalogs, prices f.o.b. (named port of shipment) and c.i.f. Oporto, Frapil—Construcoes E Montagens Electricas, Sarl (M), Cais De S. Roque, P.O. Box 20, Avero.

36132 — ZAMBIA — Wishes purchase directly full range electrical minature circuit breakers. Urgent handling requested as firms stocks are low. Interested suppliers should send catalogs, price quotations to R. E. Galloway, Mgn. Dir. Consolidated Lighting (Zambia) Ltd. (I, A, D), P.O. Box 1330, Kitwe.

43"/sheet, 500 sheets/ream, 75 lbs., needs 1,000 reams/mon. (2) two side coated art printing paper, 31" x 43"/sheet, 500 sheets/ream, 80 lbs., needs 1,000 reams/mon. (3) two side coated art printing paper, 31 x 43", 500 sheets/ream, 100 lbs., needs 1,000 reams/mon. Hsin Ta Printing Press (M), 5, Lane 815, Cheng Teh Rd., Taipei (103).

26216 — GERMANY — Kraftliner—paper. Clauss & Paschke (I, D), 2 Hamburg 13, Rothenbaumchaussee 17, Postfach 2551.

26216 — TAIWAN — Tissue papers, in roll, for producing carbon papers, 18" & 19" in width, 20 g/s.m. in weight, 10-15 tons every 3 mos. Pai Tai Industrial Co., Ltd. (M), 212-214 Nanking W. Rd., Taipei (102).

26216 — GERMANY — Kraft paper. Manuchehr Eghbal (I, D), 2 Hamburg 11, Gr. Burstah 51.

26218 — SINGAPORE — M.G. bleached white kraft paper in jumbo rolls. (Substance: 49 grs.): M.G. bleached white sulphite paper in sheets. (Substance: 24 grs.). Singapore Paper Products Ltd. Lee Seng Khiam, Dir. (I, M, D), 315 Alexandra Rd., Singapore 3.

26219 — TAIWAN — Insulating paper for case insulation and capacitor wrapping: 25,000 KG each for 0.125 mm. and 0.200 mm. per month. Packed in rolls, each roll weighs 100 KG, 1 meter wide. Capacitor paper, tropical use, 500 KG/mon. Lacquered metallized paper. Non-lacquered metallized paper, 1.2 g/ccm. Yong Tong Electronics Corp. (M), P.O. Box 22793, Taipei (100).

Paperboard mills, products

●26300 — IRAN — Iranian tobacco monopoly requires 4,000 bobbins glassine type lifting strips and 1,250 tons of board. Lifting strips to have substance of 60 grams per sq, meter and be provided in bobbin width of 6mm. Paperboard to have substance of 260-280 grams per sq. meter, with thickness of 0.30-0.34mm and have one side glazed and one side grey. Of the total board tonnage, 750 tons to be in sheets measuring 43 x 62cms. Copies of tenders containing specification and conditions available from Construction and Forest Products Division, DIBA, Room 2113, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-3534). Bid deadline Nov. 11.

26312 — GREECE — Bleached packaging and industrial converting paperboard weighing 280-320 grams per square meter. Estimated annual requirements, 500 metric tons. Requests inquiries with c.i.f. Piraeus price quotations. Alex. Matsoukis S.A., Lithographic Printers (M), 69 Vas. Friderikis Aven, AG, Anargyri, Athens.

26312 — TAIWAN — Coated board for making drug containers (1) 31 in x 43 in/sheet, 5009, 335/ream, 350 g/square meter, quantity 1,000 reams/mon. (2) 31 x 43 in/sheet, 500 sheets/ream, 280 g/square meter, needs 1,000 reams/mon. (3) 31 x 43 in/sheet, 500 sheet/ream, g/square meter, quantity 1,000 reams/mon. Hsin Ta Printing Press (M), 5, Lane 815, Cheng Teh Road, Taipei (103).

Converted paper, paperboard items

26472 — SINGAPORE — Two-ply toilet tissue paper in jumbo rolls. (Substance: 22 grs./M². Singapore Paper Products Ltd. Lee Seng Khiam, Dir. (I, M, D), 315 Alexandra Rd., Singapore 3.

Newspaper publishing & printing

27110 — JAPAN — Over-issued newspaper and old newspaper. Seiwa Trading Co., Ltd., Attn: Mr. K. Kondo (I, D), 23 Takaba-Cho 1-Chome, Nakamura-Ku, Nagoya 453.

Periodicals publishing, printing

27213 — PORTUGAL — Good quality used magazines for manufacture of cardboard. Firm must complete purchase arrangements urgently. Fernando Begonha—Import Export, Sarl (I, A, D), Rua Formosa, 400 - 1., Oporto.

Industrial chemicals

28100 — BRAZIL — Hydroquinone, tannin, sulphur, vanadium pentoxide and acetone. Paskin S.A. Industrias Petroquimicas (I, D, M), Rua Marques de Caravelas 77, Salvador, Bahia.

28150 — AUSTRIA — Styrene monomer, minimum pureness 99.6%; for sale in Austria and/or East European countries; semi-annual potential about 3,000 m.t. W. Zaretzky (A), Lustkandlgasse 52/11, A-1090 Wien.

28151 — INDIA — 154 Metric tons phthalic anhydride for manufacturing phthalate plasticizers. Indian Organic Chemicals Ltd., Attn: V. M. Merchant (M), 28 Apollo St., Fort, Bombay 400001.

28153, 28185 — NORWAY — Vinyl acetate approx. 2-3000 tons; synthetic phenol approx. 1000 tons; styrene monomer approx. 100 tons. Harald Mathisen A/S, Attn: Mr. Helge Baklund (I, A), Nedre Vollgate 1, Oslo 1.

28161 — COLOMBIA — Titanium Dioxide, Rutile. Firm will require some 12 tons annually for the manufacture of paints and industrial coatings. Sra. Odilia De Bonilla, Mgr., Vinycolor (M, D, I), Apartado Aereo 19135, Calle 24 No. 24-61, Bogota.

28163 — BELGIUM — Inorganic pigments. Fabrique Belge de Matieres Colorantes Paul Entrop Sprl, Paul Entrop, Mgn. Dir. (M, I, A, D), Emmanuallaan 15, 1830 Machelen.

28180 — AUSTRIA — Adipic acid; for sale in Austria and/or East European countries; semi-annual potential about 3,000 m.t. W. Zaretzky (A), Lustkandlgasse 52/11, A-1090 Wien.

28182 — LIBERIA — 50-75 tons (per mo.) formic acid for resale Liberia Rubber Industry. Price basis decision seek U.S. supplier. Oost Afrikaansche Compagnie (OAC) (I, A, R), P.O. Box 281, Water St., Monrovia. Cable address—Jupiter, Monrovia, Telex - 4233; Phone 21261/21275; C. J. C. Van Aalst, Gen. Mgr.

28197 — TURKEY — Sodium hidrosulphide, to be used in cleaning material in process of extracting glue from animal bones. Material is reported to be expensive and in short supply in Europe. 5 tons needed until January 1974, remaining quantity may be delivered until end 1974. Direct purchase & agency. Tutkal Sanayi A.S. (M), Yeni Londra Asfalti, Cirpici Yolu No. 13, Topkapi, Istanbul.

28197 — CANADA — Sodium citrate—for food preparation. Anticipated annual volume to run at 100 metric tons. Sodium propionate—an anti-molding agent for baking industry. Anticipated volume at one metric ton per mo. Meridian Chemical & Trading Co., Contact: Leonard D. Folkens, Owner (I, A, exporter), 2385 St. Frances Dr., Burlington, Ontario.

28199 — GERMANY — Inorganic chemicals for pigment production: barium sulfate: quantity per yr.: 50,000 tons, in lots of 4,000 tons per mo.; triethanolamine: quantity per yr.: 40 tons; in lots of 5 tons per mo.; barium carbonate: quantity per yr.: 400 tons, lot to be delivered in one shipment; cobalt sulfate: quantity: approx. 10 tons, lot to be delivered in one shipment; zinc oxide: quantity per yr.: 1,000 tons; lots of shipment are up to manufacturer; zinc dust: quantity per yr.: 400 tons, lots of shipment are up to manufacturer. Requests literature, prices. American Consulate General Box 515, APO New York 09080, Attn: Richard K. Landers.

28199 — JAPAN — Titanic acid, "R" type, as material of paint, for resale to paint manufacturers. Nishinihon Chemical Co., Ltd. (D), 19-1 Nabe-Machi, Shimonoseki City 751.

28199 — PORTUGAL — Chemical product to preserve cut flowers. Exclusive agency. Firm must complete purchase arrangements immediately. Agronorte-Importacao-Exportacao (I, A, D), Praca Guilherme Gomes Fernandes, 108, Oporto.

Synthetic materials

28210 — NIGERIA — Polystyrene for injection (requirement 15 tons per mo.): high impact polystrene (requirement 5 tons per mo.): high density polyethlene for injection (requirement 12 tons per mo.): PVC granules used for manufacturing yarn, all white (requirement 50 tons per mo.). H. G. Makhijani, Inlaks Ltd. (I, M), 19 Martins St., P.O. Box 2173, Lagos.

28210 — PARAGUAY — PVC for hosing, potable water pipes, sewer and drainage pipes, and sandals and shoe soles; polystyrene, low and high impact, injection moulding, polyethylene, high density, blow moulding, for bottles and containers; polyethylene, low density, for light and heavy duty bags; polypropylene for potable water pipes, twine, cords, bags, and baling or packing straps. Offers solicited for virgin and scrap materials. C. Von Thuemen, PPPP (M), Casilla 798, Asuncion.

28210 — TURKEY — A. Polypropylene copolymer, to be used in production of corrugated board; B. High density polyethylene, to be used in production of plastic sheets. Approximate annual requirement A and B: 1140 tons. C. ABS acrilonitryl butadiene styrene (general purpose), high impact polystrene (general purpose), high impact polystyrene and acrylic polymer granules. Approximate annual requirement: 1200 tons. Material to be delivered in lots commencing 1974. Plaser Plastik Sera Ortuleri Ve Ambalaj Esya Sanayi Be Ticaret A.S. (M), Yemeniciler Caddesi, Koseoglu Han 65-67, Kat 4, No. 401, Sirkeci, Istanbul.

28210 — TURKEY — A. Polyvinyl alcohol, to be used in producing plastic glue. Approximate annual requirement: 40 tons. B. Methyl methacrylate (monomer) to be used for producing binders for leather and textile industries. Approximate annual requirement: 25 tons. Five tons from each above requested until January 1974, remaining quantity to be delivered until end 1974. Interested suppliers should forward quotations based on f.o.b. and c.i.f. Istanbul to attention of Mr. Bulent Orenel. Turkal Sanayi A.S. (M), Yeni Londra Asfalti, Cirpici Yolu No. 13, Topkapi, Istanbul.

28211 — AUSTRALIA — 50,000 yards of .004 inches clear P.V.C. film in 60 inch widths by 150 yard rolls, also 49 inch polypropolene film in rolls of approximately 600 yards. 2 tons per time are required on a forward monthly contract. Raeco Library Equipment Pty. Ltd. (I, D), 69 Sutherland Rd., Armadale Victoria 3143.

28212 — TAIWAN — Cellophane paper: no. 300 (international) 1,000 rolls, 50 cm x 2,000 m or 50 cm x 2,000 yds.; 60 cm x 2,000 m or 60 cm x 2,000 yds. No. 300, sheets, 90 cm x 100 cm. no. 500 in rolls, 50 cm x 2,000 m; 60 cm x 2,000 yds. Papers for packing candies & cigarettes. Requests price lists, samples. Chain Fong Co., Ltd. (I, Exporter), P.O. Box 59215, Taipei (100).

28213 — SWITZERLAND — Phenolic resins and modified phenolic resins for use in letter paints and varnishes industry and in abrasive bonding (for grinding wheels). Requests detailed offers as soon as possible. Oswald Boll AG, Attn: Pierre O. Boll, Mgn. Dir. (I, A, D), Seefeldstr. 45, 8052 Zurich.

28214 — PORTUGAL — Polyester resins. Firm must complete purchase arrangements immediately. Reo-Fabricas de Tintas Reunidas, Lda. (M, D), Rua Santos Pousada, 755, Oporto.

28232 — BELGIUM — Rayon yarns—details as follows: high wet modulus rayon yarn, English count—2/24, minimum average resistance—lbs. 1,545, maximum V.C.—8½ percent, minimum average elasticity—6.5 (calculated on dinograph). Establissements De Poortere Freres, Mr. Dykmans, Asst. Gen. Mgr. (M), 3 Beverlaai, 8500 Kortrijk.

28232 — SINGAPORE — Rayon: minimum amount of 100,000 lbs. per month for its spinning mill. Overseas Textile Co. (Pte) Ltd., Mr. Liu Sung Tao, Mgn. Dir. (M), P.O. Box 132, Rooms 404-406 ICB Bldg., 1 Shenton Way, Singapore 1.

28241 — SINGAPORE — Nylon: minimum amount of 100,000 lbs. per mo. for its spinning mill. Overseas Textile Co. (Pte) Ltd., Mr. Liu Sung Tao, Mgn. Dir. (M), P.O. Box 132, Rooms 404-406 ICB Bldg., 2 Shenton Way, Singapore 1.

28242 — SINGAPORE — Polyester or polynosic fibers: minimum amount of 100,000 lbs. per mo. for its spinning mill. Overseas Textile Co. (Pte) Ltd. Mr. Liu Sung Tao, Mgn. Dir. (M), P.O. Box 132, Rooms 404-406 ICB Bldg., 2 Shenton Way, Singapore 1.

28242 — AUSTRALIA — 100,000 lbs. of 1,000 denier high tenacity polyester yarn with high density filaments-2-½ 3 in. twists on tubes for use in safety belt webbing. Elastic Webbing (Aust.) Pty. Ltd. (M, I, D), 79-81 Victoria Parade, Collingwood, Victoria 3066.

Drugs

28332 — ITALY — Cycloheptanone—an intermediate for pharmaceuticals. Direct purchase and agency. Sidexport, S.A.S. (I, D, exporter), Via Procaccini 4, 20154 Milan.

Soap, detergents, cleaning preparations, perfumes, cosmetics

28440 — JAPAN — Baby care toilet preparations, sun tan oils, skin conditioners, men's hair toiletries. Jardine Matheson & Co., (Japan), Ltd., Attn: R. D. P. Michell (I, A, D), Central P.O. Box 282, Tokyo 100-91.

Gum, wood chemicals

28612 — GERMANY — Charcoal for outdoor grill and cooking. Intercommerce Handelsgesellschaft GmbH, Contact: Herr Sager (I, D), 476 Werl, Postfach 71.

28690 — GERMANY — Tartaric acids, citric acids, lactic acids and tannic acids for resale in ton lots; c.i.f. Hamburg/Bremen; payment letter of credit or any other payment to be agreed upon; delivery in 50 kilo packages preferred. W. Ulrich KG, Contact: Werner Ulrich (D, I, E, M), D-8031 Steinebach/Woerthsee, Maistrasse 14.

28690 — TURKEY — Vinyl acetate monomer (inhibitor-hydroquinone), annual quantity required: about 720,000 tons to be used in manufacture plastic glue. 60,000 lbs. required as soon as possible. Afterwards 120,000 lbs. to be shipped every two months. Interested suppliers should forward quotations based on f.o.b. and c.i.f. Istanbul to attention Mr. Bulent Orenel. Tutkal Sanayi A.S. (M), Yeni Londra Asfalti, Cirpici Yolu No. 13, Topkapi, Istanbul.

Agricultural chemicals

●**28700 — SRI LANKA** — This is an invitation only to American manufacturers of fertilizers to register as possible suppliers of the following type fertilizers to the Ceylon Fertilizer Corporation:

1. Sulphate of Ammonia 21% N.
2. Urea—46% N.
3. Muriate of potash—60% K_2O.
4. Sulphate of potash—48% K_2O.
5. Concentrated superphospate — 46% P_2O_5.
6. Normal superphosphate—18% P_2O_5.
7. Rock phosphate—28.5% P_2O_5.
8. Mono potassium phosphate—51% P_2O_5, 33% K_2O.
9. N.P.K. Granular compound—5:15:15.
10. N.P.K. Granular compound for tobacco—5:18:15:2. M_gO.
11. Di ammonium phosphate—18% N, 46% P_2O_5.
12. Mono ammonium phosphate—21% N, 35% P_2O_5.
13. Zinc sulphate—22% Zn.
14. Commercial epsom salt—16% M_gO.
15. Borate—46% B_2O_3.
16. Agricultural grade zinc oxide—98% ZnO.
17. Kieserite—26% M_gO.

Above items are to be required in 1974, with no quantities estimated. Only those will be invited to bid from time to time. firms registered with the corporation Interested parties are requested to cable Pohora, Colombo, as soon as possible. Cables may be followed by letter with full details addressed to: Marketing and Imports Manager, Ceylon Fertilizer Corp., P.O. Box 21, Colombo, Sri Lanka. Individual applications will be acknowledged. This Corporation is Government monopoly importer of these items.

28790 — BRAZIL — Fungicides, herbicides, agricultural and industrial insecticides, moth repellants, rodenticides, fly sprays, household and industrial exterminating products in general. Interested in representation agreements for all Brazil. Delta Sociedada Comercial Ltda. (I, A, D), Rua Dom Gerardo 46, Salas 406/408, 20000 Rio de Janeiro ZC-05, Guanabara. Attn: Pawel Gustavo Nordman, Dir. WTDR 5/73.

Chemical products

28993 — SWITZERLAND — Filter media to be used in waste water treatment and recycling for future nuclear power plant installations; resin powder and other new processes. Possibility of long term relationship with very substantial sales potential. Brown, Boveri & Co. AG, Attn: Mr. Ferdinand Wegmann, Ingenieur (M), Abteilung TGK, CH-5401 Baden.

28995 — ITALY — Vitreous ground enamel utilized for coating kitchen stoves. Purchased for resale purposes and own use. Indesit SPA Direzione Acquisti, Attn: Mr. Chiosso (M, D, E), Strada Orbassano KM 17, 10043 Orbassano Torino.

Fabricated rubber products

30690 — UNITED KINGDOM — Fabricated rubber products: conveyor belting; sheeting for cutting gaskets and washers, etc.; cotton fabric hose, rubber lined. Gunco Products, Contact: James H. Sandles, Gen. sales Mgr. (I, D, exporter), Helsby St., Warrington, Lancashire WA1 3BQ.

30697 — BELGIUM — Disposable surgical gloves-latex-in bulk. Direct purchase & agency. Sterilco S.A., Mr. Stevens, sales Mgr. (I, A, D), Route De Tourinnes 8, 5992 Nodebais.

30698 — AUSTRALIA — Laminated and expanded vinyl upholstery fabrics for use in furniture manufacture. Preferred price range up to U.S. $3 per yd. Requests samples, prices. Demand may exceed 60,000 yds. per yr. Acacia Furniture Pty. Ltd. (M, D), 796 Boundary Rd., Coopers Plains, Brisbane Qld. 4108.

30698 — FRANCE — Inflatable fabrics, life jackets. Direct purchase & agency. Seriex, Societe d'Etudes et Realisations Exportation Importation (I, A, exporter), 115 Bureaux de la Colline 92213 Saint Cloud.

Plastic products

30790 — UNITED KINGDOM — Fire hose, except rubber. Gunco Products, Contact: James H. Sandles, Gen. Sales Mgr. (I, D, exporter), Helsby St., Warrington, Lancashire WA1 3BQ.

30791 — ITALY — Mylar polyester tape for electric insulation, trademarked by DuPont, or equal. Purchased for resale purposes and own use. Endesit Spa Direzione Acquisti, Attn: Mr. Chiosso (M, D, E), Strada Orbassano KM 17, 10043 Orbassano Torino.

30796 — PAKISTAN — Polyethelene thermo plastic flexible pipe for gas distribution conforming to ASTM D-2513 or ANS B.31.8 or equivalent. Present requirement 350,000 feet of ¾ inch diameter, 450,000 feet of 1 inch diameter and 300,000 feet of 2 inch diameter, all in standard lengths. Requests quotations, catalogs and approximate delivery date. Sui Northern Gas Pipelines Ltd., Attn: S. A. Nayer (Supplier of natural gas), P.O. Box 56, Monoo House, 3 Montgomery Rd., Lahore.

30796 — FRANCE — Plastic frames for sliding windows. Usinage Cintrage de Tous Profils—UCP., Attn: J. Aurence, Pres. (M), Chemin des Grandes Terres, 95 Neuveille-Sur-Oise.

30798 — UNITED KINGDOM — Plastic hose. Gunco Products, Contact: James H. Sandles, Gen. Sales Mgr. (I, D, exporter), Helsby St., Warrington, Lancashire WA1 3BQ.

Footwear, except rubber

31414 — JAPAN — Women's shoes (quality). Jardine Matheson & Co.,

(Japan), Ltd., Attn: R. D. P. Michell (I, A, D), Central P.O. Box 282, Tokyo 100-91.

Flat glass

32110 — GERMANY — Sheet glass approximately 3 " 4 mm; md " dd. Plate glass 4.5 5.5 6.5 10 12 14 mm. Various types of cast glass, wire glass, wire mirror glass and safety glass for resale. Quantity will depend upon prices, quality offered. Offers preferred in German. Wiedemann & Co. Ohg (D, I), 34 Industriestrasse, D-7061 Miedelsbach/Schorndorf.

32111 — ALGERIA — Window glass, clear and colored. Mr. A. Elouaret (I, D), 3, Bis, Rue Chaib Ahmed, Algiers.

Glass products

32316 — FRANCE — Insulating glass. Direct purchase & agency. V. G. Anticorrosion, Attn: Yves Besson, Gen. Mgr. (D, M), Plan de Campagne, Les Pennes Mirabeau, 13170 La Gavotte.

Concrete, gypsum, plaster products

32752 — FRANCE — Insulating plaster. Direct purchase & agency. V. G. Anticorrosion, Attn: Mrs. Yves Besson, Gen. Mgr. Plan de Campagne, Lespennes Mirabeau, 13170 La Gavotte.

Steel mill products

●33100 — ICELAND — Black seamless steel tubes, steel couplings, stainless steel seamless tubing, ground and polished bars of steel. Tender No. 73042/HUR; bid deadline indefinite. Reykjavik Purchasing Center, Frikirkjuvegi 3, Reykjavik.

●33100 — INDIA — Stainless steel wire ropes for regulating apparatus for 25 KV traction overhead equipment. Quantity req. 4,654 tons in lengths of 10.5 meters each. Tender No. RE(S)/12 of 1973, bid deadline Nov. 19. Director, Railway Electrification, Railway Board, Rail Bhavan, Raisina, Road, New Delhi. Specifications available at India Supply Mission, 2536 Mssachusetts Ave., NW., Washington, D.C. at a cost of RS 10.

●33100 — KOREA — Procurement of materials to be used for fabrication of pipe. Tender No. ADB/L-73218-PII. Government of the Republica of Korea, Bid deadline Dec. 4. Office of Supply, Seoul. Specifications available from Iron and Steel Program, BCABP, Room 2001, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-2438).

●33100 — KOREA — Billet bar for deformed steel bar. Tender No. KFX/P-73224-PIII. Office of Supply, Government of Republica of Korea, 48-26, Inui-Dong, Chongro-Ku, Seoul 110.

●33100 — SRI LANKA — Cast iron rods. Tender No. COM/TEN/73/83. Commercial Manager, Ceylon Transport, 200 Kirula Rd., Colombo 5, Sri Lanka. Specifications available at the Embassy of Sri Lanka, 2148 Wyoming Ave., NW. Washington, D.C. 20008.

●33100 — ZAMBIA — Galvanized pipe, mild steel, medium grade, screwed and socketed x 21 ft. lengths with tolerance plus or minus 2", together with complete range of malleable pipe fittings. Tender No. MF/GX/315; bid deadline Nov. 16. Secretary, Republica of Zambia Central Supply and Tender Board, P.O. Box 1009, Lusaka.

33120 — SPAIN — Steel sheets, fine crystaled, 10,500 by 2,500 meters x 7 to 10 resistance 95 to 105 kilogram m/m squared, 43 to 45 elasticity; 25 percent extension. Chemical composition available upon request. Spanish correspondence requested. Suministros Illaga, S.L., Attn: F. Pozueta, Mng. Dir. (I), Apartado 36, Zumarraga, Guipuzcoa.

33121 — ARGENTINA — Seeks to purchase 500 metric tons of semi-phosphorous pig iron and requests quotation for October shipment. Pittsburgh & Cardiff Coal Co. S.A. (I, A, D, R), Bartolome Mitre 853, Piso 3 & 4, Buenos Aires.

33121 — CYPRUS — Foundry pig iron for production of machinable castings, must be low phosphorous or hematite. Detailed chemical analysis must accompany offer. Quantity required: one to two thousand tons. Delivery to begin early 1974. Partial shipments of three to five hundred tons accepted. Quote c.i.f. Cyprus. Nemitsas Industries Ltd. (M), Roosevelt Ave., Tsiflikoudhia, P.O. Box 124, Limassol.

33123 — SAUDI ARABIA — Cold reduced electrolytic tin plate, first class merchandise, free of blemishes and suitable for manufacture of oil cans. Specifications: coating 0.50 lbs., baseweight 95 lbs., thickness 0.27 mm., sizes 476 x 730 mm. and 527 x 792 mm. Initial order between 200 and 300 tons each size. Potential for larger orders in future. Quote prices c.i.f. Jidda with catalogs, approximate time of shipment. Abdullah Hashim Establishments (I, D, R), P.O. Box 44, Jidda.

33126 — DENMARK — 35,000 feet seamless steel pipe, grade B, API standards 5L; 400 pieces welded steel pipe bends, ASA specifications B 16.9. To be used for oil transportation within Denmark. Scanprofiles A/S, Attn: B. Christensen, Purchase Mgr. (A), Tempovej, DK-9560 Hadsund.

33126 — PORTUGAL — High quality seamless steel tubing. Firm must complete purchase arrangements urgently. Fag Portuguesa, Lda. (I, A, D), Rua Julio Dinis, 895, Oporto.

33157 — AUSTRALIA — Half inch by 23 guage galvanized after weaving wire netting or bird wire in 50 yard rolls and widths of: 6 inches; 9 inches; 12 inches; 18 inches; 24 inches; and 36 inches. Will resell to building trades. Willing to place monthly orders for 1,000 rolls up to six months ahead. W. Moody, Moody & Winter Pty. Ltd. (I, A, D), G. P. O. Box 31A, Brisbane, Queensland 4001.

33160 — ECUADOR — 150 tons of cold rolled steel sheets, 22 British guage, 4 x 8 ft., and 50 tons of cold rolled steel sheets, 18 British guage, 4 x 8 ft.; both amounts required semi-annually. "ATU" Articulos de Acero S.A., Mr. Peter Rothschild (M), Casilla Postal 58, Quito.

33167 — INDIA — 1000 metric tons cold rolled steel sheet cuttings assorted to size 5 ft. x 2 ft. and up to 20/28 guage; 1000 metric tons cold rolled steel waste assorted to size 5 ft. x 2 ft. and up to 10/14 guage; 1000 metric tons cold rolled steel sheet in coils 24 in. wide and 16/28 guage with coil weight minimum 2 tons. Himatlal G. Mehta (I, A), 504 Loha Bhuvan, P D'Mello Rd., Bombay 400 009.

Rolling, drawing, extruding of nonferrous metals

●33500 — THAILAND — 69 KV copper cable, crosslinked polyethylene insulated, PVC jacket: 19,320 M single core, 500 sq.mm. cross section area of copper; 27,825 M single core, 800 sq.mm. cross section of copper. Tender No. ADB-MEA-037; bid deadline Nov. 21. Purchases and Stores Dept., Metropolitan Electricity Auth., 121 Chakpetch St., Bangkok 2. Specifications available at above address for $10 per set.

33522 — PORTUGAL — Aluminum plate alloy equivalent to AA5454, H34. Firm must complete purchase arrangements urgently. Fernando Begonha—Import Export, Sarl. (A, D), Rua Formosa, 400—1., Oporto.

33526 — GERMANY — Large manufacturer of machine tools, mainly for leather processing industries, interested in purchasing rolled aluminum used for molding. Quantity will depend on offers received. Terms of delivery will be quoted when placing order. Precismeca GmbH Werk Chrobok, Attn: Mr. Wolfgang Nieporte (M, I, E), P.O. Box 380, D-6900 Heidelberg 1.

33532 — GERMANY — Aluminum strip, anodized, AL 99.5 percent, sizes: 27 x 0.15 mm, 27 x 0.7 mm, 40 x 0.15 mm, 40 x 0.25 mm, 40 x 0.40 mm, 40 x 0.80 mm, 40 x 1.0 mm; surface with minimal depth of roughness, smooth edges, in coils with maximum outer diameter of 500 mm. Annual requirements about 25-35 m.t. with estimated value of $100,000. Strips to be used by firm in manufacturing welding transformers. Pfister-Schweissmaschinenbau KG, Contact: Herr Wesselmann (M, D), 47 Hamm, Langewanneweg 175.

33551 — BELGIUM — Aluminum wire 0.28 mm. diameter. Quality for weaving of mosquito netting. Quote c.i.f. Antwerp. Mr. Trangez, Mgr., Usines De Coster, P.V.B.A. (producers of wire nettings), Nijverheidskaai 14-15, 9110 Sint Amandsberg.

Cutlery, handtools, general hardware

34212 — SWITZERLAND — Razor blades of all kinds for reexport to Eastern Europe. Locoray SA, Attn: Werner Lutz, Mkt. Mgr. (I, A, D), P.O. Box 143, Geneva.

34230 — GERMANY — Hand service tools—woodworking. Euroasiatic Handelsgesellschaft (I, D), 2 Hamburg 1, Ferdinandstrasse 29/33.

34230 — GERMANY — Gardening hand tools, parts, and attachments. Intercommerce Handelsgesellschaft GmbH, Contact: Herr Sager (I, D), 476 Werl, Postfach 71.

34290 — UNITED KINGDOM — Hose couplings. Gunco Products, Contact: James H. Sandles, Gen. Sales Mgr. (I, D, exporter), Helsby St., Warrington, Lancashire WA1 3BQ.

Heating apparatus, plumbing items

34333 — GERMANY — Plate-type radiators and convectors. H. Weber KG. (I, D), 221 Itzehoe, Postfach 368.

Fabricated structural metal products

34422 — IVORY COAST — Aluminum window sash and frames. Official intends to depart for U.S. around Oct. 20 and would like to receive offers before then. Mr. Taleb (I, D), Boite Postale, 759, Abidjan.

34430 — INDIA — 500 numbers liquid chlorine containers (cryogenic tanks) of one metric ton capacity each. Larsen & Toubro Ltd., Attn: P. J. Thomas, PDE-

Estimating (M, A), Powai Works, Saki-Vihar Rd., P.O. Box 8901, Bombay 400 072.

34434 — NEW ZEALAND — Gas cylinders. A) British BS 1288 or Australian AS B114 capacity. 2 lb. CO_2 filling ratio 66⅔%; B) Managanese steel or chrome molybdenum; C) Length 29 cm plus or minus 15% outside diameter up to 9 cm.; D) Test pressure no less than 3360 P.S.I.; E) smooth finish primed and painted final coat to silver; F) Neck thread .714"; G) Taper ⅛ 14 T.P.I. to British BS 341 or Australian AS CB4. Wants obtain cylinders urgent basis. Advise price quantities 100 per shipment f.o.b. Note export crate packing, gross weight, dimensions, shipping rate and earliest shipping possibility. J. Cameron Lewis & Co. Ltd. (I, A, D), P.O. Box 1917, Christchurch.

34493 — SIERRA LEONE — Building rods for concrete reinforcement; angles, flat bars, tees. S. Jojo & Co. (I, R, A), P.O. Box 126, 8 East St., Freetown.

Screw machine products

34520 — BELGIUM — Winglin screws and seltapper screws. Quote c.i.f. Antwerp. Werkhuizen Joseph Mertens N.V., Attn: Purchasing Department (M), Deurnestraat 208, 2510 Mortsel.

Fabricated wire products

34810 — AUSTRALIA — Half inch by 23 guage galvanized after weaving wire netting or bird wire in 50 yd. rolls and widths of: 6 in.; 9 in.; 24 in.; 12 in.; 18 in.; and 36 in. Company capable and respected manufacturers agent which will resell to building trades. Will order 1,000 rolls per order and willing to place monthly orders up to six months ahead for suitable product. W. Moody, Moody & Winter Pty. Ltd. (I, A, D), G. P. O. Box 31A, Brisbane, Queensland 4001.

34819 — GERMANY — Interested in buying various types of metal mesh for the production of ladies handbags and purses. K. E. Eichhorn O.H.G. (M, Exporter), 3 Heidestrasse, D-7503 Neureut Karlsruhe.

Engines, turbines

35192 — AUSTRALIA — Air or water cooled gasoline engines up to 30 horsepower suitable for use with industrial and domestic pumping systems. Products will be for resale. Purchase quantities depend on suitability of products. John E. Topp, Associated Water Equip. (R, D, A), P.O. Box 156, Cooparoo, Queensland 4151.

35193 — AUSTRALIA — Air or water cooled diesel engines up to 200 horsepower suitable for use with industrial and domestic pumping systems. Products will be for resale; purchase quantities depend on suitability of products. Requests brochures and prices. John E. Topp, Associated Water Equipment. (R, D, A), P.O. Box 156, Cooparoo, Queensland 4151.

35199 — FRANCE — Disc brakes for industrial equipment (except automobiles) and more particularly safety brakes. Seditec Sarl (I, D), 24 Ave. Anatole France, 92110 Clichy.

Construction, mining, materials handling machinery, equipment

●35300 — IRAN — 6,000 volt electric walking dragline excavator required by National Iranian Steel Corp. Tender number 7704; bid deadline Nov. 20. Specifications: 5 cubic meter bucket and 45 meter boom. Contact: Iranian Economic Mission, 2233 Wisconsin Ave., N.W., Washington, D.C. 20007.

35352 — SOUTH AFRICA — Vibrating equipment to aid in discharge of raw sugar from bottom dumping rail wagons. The problem of dislodging raw sugar sticking to sides of rail wagons is not one previously encountered locally and firm is seeking advice internationally. Although purchase of equipment is unlikely to occur more than once, the value is likely to be considerable. Bosch & Associates Inc. (Consulting Engineers), P.O. Box 2009, 700 Norwich Union House, Durban Club Place, Durban.

35370 — RWANDA — Pallet handling equipment, manual and electric. Catalogs, descriptive materials requested as well as prices f.o.b. New York or c.i.f. Mombasa. Rwandex S.P.R.L. (coffee exporter), B.P. 356 Kigali.

35371 — TURKEY — Three diesel-powered 3000 KG capacity forklift trucks with brick attachment. Equipment will pick bricks from oven at 80 degree C and load them to stacking area or to vehicles. Interested suppliers should forward quotations based on f.o.b. Istanbul and catalogs as soon as possible. ETI Toprak Endustri Ve Ticaret A.S. (M), Necatibey Caddesi, Demirbag Han Kat R, Karakoy, Istanbul.

Metalworking machinery

35410 — TURKEY — Machine tools—metal cutting types. Interested suppliers should forward general catalogs and specifications on assorted machine tools they can offer. Teknikel Ticaret Ve Sanayi A.S. (I, A), Necatibey Caddesi 90/A, Karakoy, Istanbul.

35420 — TURKEY — Machine tools. Interested suppliers should forward general catalogs, specifications on assortments machine tools they can offer. Teknikel Ticaret Ve Sanayi A.S. (I, A), Necatibey Caddesi 90/A, Karakoy, Istanbul.

35422 — ECUADOR — Metalworking press, hydraulic, 2.75 tons minimum for bending ¼ in. steel of 14-ft. lengths. Press must be new and modern. Will be used in bending steel of different guages, as well as stainless steel, for construction of truck and bus chassis. Prices quoted should be f.o.b. or c&f Guayaquil. Klaus Bodenhorst, Carroceriias Ecuatorianas Thomas S.A. (M), P.O. Box 4880, Quito.

35422 — NORWAY — Perforating press for steel, other metal sheets width up to 4 ft. and thickness up to 1/4 in., pressure 75-150 tons. Norsk Perforeringsverksted (Contract operator), P.O. Box 116, 3370 Vikersund.

35441 — ITALY — Diamond dressing rolls for grinding machines used in automobile industry. For first transaction, Belvirex estimates purchase by interested local customer company of about $300,000 worth of products, intended for resale. Immediate responses urged. Company guarantees widespread local demand for subject product and considers discussing possible agency agreements at future date. Belvirex Rappresentanze Per L'Estero (A, consultant, import export mediator), Corso Vittoria Emanuele 195 10139 Torino.

35460 — BRAZIL — Metal cutting saws, hack saws. Carlos Burle S.A. Ferragens e Ferramentas (I, D, R), Rua Teofilo Otoni 152, Loja, 20000 Rio de Janeiro ZC-00, Guanabara. Attn: Daylton Werneck Bueno, Mgn. Dir.

35482 — SIERRA LEONE — Portable power saws and gas lighters. S. Jojo & Co. (I, R, A), P.O. Box 126, 8 East St., Freetown.

35485 — TAIWAN — Two complete sets screw & bolt making machine; two complete sets nut & tapper making machine. Worldwide Trading Corp. (I, Exporter), P.O. Box 54, Yuanlin (510).

Special industrial machinery

●35500 — BANGLADESH — Turnkey bids for design, fabrication, supply of plants, machinery, equipment and construction of various petrochemical industries for a $358 million petrochemical complex based on natural gas. State-owned Bangladesh Fertilizer, Chemical and Pharmaceutical Corp. (BFCPC) plans to establish a natural gas-based petrochemical complex, about 100 kilometers northeast of Dacca. Project 1 will have facilities for (A) manufacturing ammonia and urea from natural gas and (B) switching over to "off gas" from acetylene generation plant of Project 3. This project will produce 1500 m.t. of bagged urea prills a day. Project 2 will have facilities to produce 100 m.t. of bagged polyvinyl chloride resin (PVC), in standard dry form and 34 m.t. of methanol per day. Project 3 will have facilities for manufacturing 120 m.t. polyacrylonitrile fibre based on acetylene gas, per day. Project 4 will have electrical power plant, raw water intake and water clarification plant, natural gas pipe line, packing material manufacturing unit and such other plant and facilities as are necessary to the projects described above. In addition, each project will have all auxiliary and ancillary facilities. Tender opening date Feb. 28. Director (Production-B), Bangladesh Fertilizer, Chemical and Pharmaceutical Corp. (BFCPC), Shilpa Bhaban, Motijheel Commercial Area, Dacca-2, Bangladesh. Bid documents giving description, specifications and credit arrangements available for TK 500.00 or its dollar equivalent (not refundable) per set from above address or from Bangladesh Embassies in Washington, Tokyo, New Delhi, and Europe. When received, a review copy of specifications will be available from Transportation and Capital Equipment Division, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-5593).

●35500 — ECUADOR — (A) Directories and catalogs for industrial machinery for the manufacture of motor vehicle radiators, for hydraulic presses and cams of different tonnages; for shoe manufacturing machinery; for machines used for packing liquid food products in polyethylene bags. (B) Quotations for rolled copper and brass in rolls; for tin bars for soldering; for dyes, and for iron rods and sheets. (C) Addresses of suppliers of rebuilt machinery for above categories, and of producers and distributors of raw materials. Write: Senor V. Hugo Cobo Castro, Vice Presidente de la Zona Austral de FENAPI (Federacion de Pequenos Industriales de Ecuador—Federation of Small Industrialists of Ecuador), Apartado No. 797, Cuenca, Ecuador. Correspondence in Spanish if possible.

●35500 — ISRAEL — Fan with maximum gas flow 86,000 cu. meters per hour and normal gas flow 77,000 cu. meters per hour; conveying system for ore; and crude oil burner for defluorination plant

kiln. Negev Phosphates Ltd., Hakirya, 2 Tet St., Tel Aviv, Attn.: Z. Zucher. Specifications available from Transportation and Capital Equipment Division, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-5593).

●35500 — TURKEY — (A) Bidder must prepare project for the complete installation of a cigarette plant equipped with at least 20 cigarette-making machines. In addition to drafting the lay-out for such a cigarette plant, the bidder must also have manufactured and assembled the following: tobacco preconditioning equipment, hogshead breaking and leaf blending, drying cylinders, silos, cigarette manufacturing machinery, packaging machines. Firms lacking qualifications may submit proposal jointly with another firm. Bids should be submitted in Turkish. Tender number not specified; bid deadline Dec. 1. Contact: Tekel Genel Mudurlugu (State Monopolies Adm., Merkez Satinalma Komisyonu Baskanligi, Unkapani, Istanbul. Bid bond required. Specifications in English obtainable from Modern Translation Bureau, Karanfil Sodak 49/1, Yenisehir, Ankara, for $75. Local agent needed, as final bidding to be made by bargaining. Tekel will not be bound by lowest price.

35521 — GUATEMALA — Complete polyester filament texturizing equipment. Require that supplier also provide at additional cost six month technical assistance to oversee production after installation. Firm desires make purchase by year's end. E. H. Mishaan & Cia. Ltda.—Fabrica De Tejidos Tamara (I), 13 Ave. 33-00, Zone 13 Colonia Santa Fe—Apto. Postal 730 Guatemala City.

35530 — GERMANY — Motor saws and accessories. Direct purchase & agency. Fritz Krug (I, D, A), 56 Haupstr., 3501 Breitenbach/Schauenburg.

35540 — LEBANON — Equipment for manufacture in Egypt of carbon and carbonized paper; typewriter ribbons; other related office supplies. Manufacturing output to be sold throughout the Middle East. Also seeks trademark licensor/joint venture partner. While preferring share capital, could finance full investment, if necessary acquire trademark/manufacturing rights. George Atallah (I, M), c/o Gabriel A. Khoury, P.O. Box 2113, Beirut.

35550 — BANGLADESH — Printing trade machine—A printing press (similar or equal to Heidelberg 13" x 18" or little larger) with built-in arrangements for automatic cutting and creasing, a double crown size stop cylinder machine (similar to or equal to Heidelberg automatic), a vacuum printing down machine for process block dept., a routing machine, an etching machine, and a type caster for printing newspapers with Bengali characters. Catalogs, price lists requested. Quotations should be c&f Chittagong. Price probable basis of buyer's decision. Ameenur Rashid Choudhury (publisher), Jyoti Manzil, Ambarkhana, P.O. Box No. 47, Sylhet.

35551 — JERUSALEM — Four color offset press capable producing 15-20,000 copies per hr. of 16 page standard size newspaper. Also suitable camera and ancillary equipment (current equipment letterpress). "Al Quds" Newspaper, Mahmud Abu Zalaf, Mgn. Dir. (M), Saladin St., East Jerusalem, via Israel.

35590 — GERMANY — Special industries machines—machines for the pharmaceutical industry. Euroasiatic Handelsgesellschaft (I, D), 2 Hamburg 1, Ferdinandstrasse 29/33.

35590 — THAILAND — Complete line, aluminum screen making machinery. General descriptions: 36 inches in width, initial order 3 sets. Requests: c.i.f. Bangkok prices, date of delivery, literature. M.I.T. Industrial Co., Ltd., Attn: Yui Kamolrak, Mgn. Dir. (M, D), 534 Visuthikasat Rd., Bangkok.

35591 — INDIA — Complete gas plant, used, to manufacture oxygen, nitrogen, argon, neon and krypton. Capacity ranging from 400 cm/hr to 1600 cm/hr. Price c.i.f. Calcutta, delivery date, also catalog, specification and drawing of equipment. Ashok Steel Corp. Pvt. Ltd., Attn: S. Matta, Chief Exec. (M), P-35 India Exchange Place, Calcutta-700001.

35593 — INDIA — One press blower automatic tube moulder for mfg. collapsible tubes from high and low density polyethylene with pre-treating, printing, lacquering and drying of plastic tubes in one continuous operation through injection blow moulding process. Manufacturing range: minimum tube size 12.5 m.m. x 52 m.m. and maximum 35 m.m. x 160 m.m. length. Sanghavi & Co. (M), 109 Sheth Motishah Lane, P.O. Box 16209, Mazagaon, Bombay 400 010.

35593 — PARAGUAY — Foot operated molding press for phonograph records for own use. Juan M. Ojeda, Music Hall SRL (I, D, R), Palma 567.

35595 — ALGERIA — Brick making machines. SAFAC (M), 16A, Rue Sainte Claire Deville, Hussein-Dey, Algiers.

35595 — ANGOLA — Complete bathtub (enameled iron) and pipe fittings manufacturing plant in Luanda. A consortium of prominent local hardware stores is interested in direct purchase of full range of machinery, arrangement for installation of above, and technical-advisory assistance. Technical study on feasibility of plant project (estimated investment of $4.6 million) is available upon request. Interested U.S. firms performing "turnkey installation" services should contact consortium directly. Correspondence in Portuguese or Spanish preferred. Companhia Africana de Banheiras E. Acessorios (M), P.O. Box 3831, Luanda.

35595 — AUSTRALIA — Glass handling machine capable of handling glass sheets measuring up to 7 x 11 ft. in one in. thickness, weighing between 600 and 1200 lbs. Machine to be used in construction of 28-story office building. Required immediately. Building already under construction. Firm needs proven machine fast. Len Cotter & Co. (M), 728 Victoria St., Burwood, NSW 2134. Attn: John Churchill, Site Supervisor.

35595 — BRAZIL — Lumber drying kilns. Firm reportedly expanding and modernizing sawmill and planing mill facilities. Cemex—Comercial Madeiras Exportacao Ltda. (I), Avenida Jeronimo Monteriro 125, Sala 601, 29000 Vitoria, State of Espirito Santo. Attn: Jose Aron Baranek, Dir. WTDR 7/73.

35595 — GREECE — Marble slicing machine with 20 to 60 cutting attachments. Also hammer-mill for breaking marble into mosaic-sized particles and various sizes of marble grinding and polishing machines for permanent installation in plant. Peirika Marmara Olympou, Mr. Dimistrios Gnardelis, Mgr. (M), 6 Gosti St., Katerini.

35595 — ICELAND — Brush making materials and machinery, including plastic brush backings, natural and synthetic hair, and specialized machinery for manufacturing brushes. Blind Society workshop, Attn: Mr. Eggert V. Kristinsson (M, R, I), Hamrahlid 17, Reykjavik.

35595 — INDIA — Following equipment to manufacture magnetic tapes. Annual capacity 40 million meters. (A) one—Electronic testing assembly with all attachments; (B) One—Automatic assembly unit to demagnetize finished reels; (C) One—Slitter for one quarter in. magnetic and cassette tapes; (D) One—Coating plant; (E) Two—Speed winders for transfer of tape from large to small size mill; (F) One—Vibro energy grinding mill; (G) One—Duplicating machine for musical tapes; (H) Raw materials include gamma FE2 03. Solvents and chemicals. Machinery supplier should assist Indian firm to obtain American technology to manufacture tapes. Customer has letter of intent from Indian Government. Price quotation c.i.f. Calcutta and catalogs of equipment offered. Interested firms should obtain additional information directly from firm. Business Promotional Services (consultant), 58-32 Prince Anwar Shah Rd., Lake Gardens, Calcutta-700045.

35595 — PARAGUAY — Complete cotton ginning plant, used; daily production: 80 to 100 m.t. raw cotton (6 to 7 bales of 200 kg. of fiber per hour. Offer should include feeder, drier, cleaners, gin stands, lint cleaner, bale press, condensers, fans, electric motors, tools, etc. Complete cotton seed delinting plant (12/13% linter), used; daily production: 60 to 70 m.t. of seed. Offer should include seed cleaner, first and second cut delinters, linter cleaner, linter condenser, linter press, saw sharpener, electric motors, fans, tools, etc. Complete plant, used, to prepare cotton seeds for extraction in solvent plant; to process 100 to 150 m.t. of cotton seed per day. Offers should indicate makes and specifications of each equipment including electric motors, and attach photographs of major components and of plant as whole. Ing. Silvio Pigola, Capsa (M), 14 De Mayo 282, Asuncion.

35595 — SINGAPORE — Machines for manufacture of magnetic recording tape: mixer fitting tank, viscosity control, coating machine, cutting machine, erasing machine, testing machine, density sound control and cassette assembly machine. Angkor Corp. (pte.) Ltd. M. J. Tan, Mgr. (I, A), Rooms 404-406, ICB Bldg., 2 Shenton Way, Singapore 1.

35595 — ZAMBIA — Wishes purchase machinery to manufacture following school products: chalk, crayons, color powders, color blocks, placticine, thumb tacks, paper clips, and school dusters. Requests catalogs & price lists. Kenneth Kaunda Foundation, Attn: B. B. Pastel, Asst. Sec. (Educational Foundation), P.O. Box 2708, Lusaka.

General industrial machinery

35615 — BELGIUM — Chemical solution feeders. Undutec Sprl, Mr. Stiernon, Mgr. (I, D), 258 Rue Du Noyer, 1040 Brussels.

35620 — PARAGUAY — Ball and roller bearings, all types; for wholesaling-retailing. Direct purchase & agency. Miguelangel Arietti, Autopar Comercial SA (I, A, D), Mexico Esquina Cerro Cora, Asuncion.

35621 — GERMANY — Interested in

purchasing 200,000 pieces of ball bearings 608 ZZ. Requirements: finish: tolerance of the interior diameter from 0 to 4 MY (8,000 - 7,996 MM) grease: Klueber Staburags NBU 12 (−35 to +150 C). Price, quotations requested c.i.f. plus duty. Commercial Section (File No. 58), American Consulate General, 7 Urbanstrasse, D-7000 Stuttgart 1.

35642 — GREECE — Electrostatic filters for rotary cement kilns with capacity of 1500 tons per 24-hour period. Isidoros Mihalakis, Plant Mgr., Titan Cement (Engineer), 6.5 KM Langada Rd., Thessaloniki.

35662 — DENMARK — Two-speed and reverse gear boxes (shift-gear type) to transmit power from industrial four-cycle engines, max. 10 h.p. 500-1,000 units annually. Brodrene Klee A/S, Attn: Mr. Helge Andresen, Purchasing Mgr. (I), 11 Gadagervej, DK-2620 Albertslund.

35673 — GREECE — Complete incinerator for disposal of 500 tons per day of city garbage, including waste from local fur processing industry. Requests brochures, specifications, quotations for installation of incinerator or related disposal system. If terms satisfactory, municipality will budget necessary funds for latter part of fiscal 1974. Municipal procurements guaranteed by government. Soterios Zikos, Municipality of Kastoria, Kastoria.

35690 — GREECE — Technical advice and equipment for waste disposal center to process refuse from 24 cotton ginning units in Thessaloniki, Yiannitsa, and Verria with minimum 6,000 tons waste per year. Interested in all disposal techniques including grinding for possible use of by-products as fertilizer or as ingredients for paper/cellulose production or burning, subject to pollution controls. Request interested firms send copy of all correspondence to: Vyron Antoniadis, 17 Dodekanisou St., Thessaloniki. Mrs. Katsanbi-Zimaki, Dir. of Hellenic Cotton Board, Thessaloniki (Government Organization), Hellenic Cotton Board, 16 Valaoritou St., Thessaloniki.

35690 — JAPAN — Trash compactor for both industrial and domestic use. Shizuoka Seiki Kabushkiki Kasha. Attn: Y. Miyazawa (I, D), 4-1 Yamana-Cho, Fukuroi City, Shizuoka Prefecture 437.

35690 — KOREA — Gas generating equipment. Liquid oxygen and gaseous nitrogen manufacturing equipment. Seeks supplier of equipment and technical services for installation and operation of equipment with capacity of 100 c.m./hr. for liquid and gaseous nitrogen and 500 c.m./hr. for liquid oxygen. Requests catalogs, literature, deliver terms. Dong Bang Sanup Co., Suh, Dong-Hong, Financial Mgr. (M), 279 Chimsan-Dong, Puk-Ku, Taegu.

35699 — PARAGUAY — Equipment to produce oxygen gas, 50 to 80 cu. m. per hr., 150 atmospheres, 40 liter containers; equipment to produce acetylene gas, 15 to 20 kilograms per hr., 2 to 4 kilogram containers. Plans to install gas manufacturing facilities at site of large hydroelectric dam expected to be built soon on Paraguay-Brazil border. Guillermo Wolsham (I, A, D), Yegros 2079, Asuncion.

Office, computing, accounting machines

●35700 — ARGENTINA — Supply, installation and start-up of a command, metering and real time data processing system, complete with peripherals, to interconnect power grid command center with twenty-two remote substations and with other grids. Tender No. 3232; bid dealine Dec. 12. Bidders should include in their proposals financing terms for the equipment offered, as SEGBA will depend to a large extent on suppliers' credit for financing this project. Specifications available for $30 from SEGBA, Balcarce 184, Buenos Aires. When specifications are received, they will also be available on a short term loan basis from Science and Electronics Division, Room 1128, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-2939).

35741 — ISRAEL — Cash registers. A.S.K. Kor Ltd. (I), 70 Datsenelson St., Givatayim.

35760 — BAHAMAS — Heavy-duty produce scale capable of handling up to 2,000 pounds which would be used at the government-run produce exchange. Godfrey Eneas, Dep. Dir., Minstry Agriculture & Fisheries. (Government Department), P.O. Box 28, Nassau.

Service industry machines

35820 — JAPAN — Wire hanger making machine; vacuum type carpet cleaning machine; steam-air finisher; automatic pants presser. Catalogs, price list desired. Sunrise Laundry (R), 3356 Kyudaimae, Higashi-Ku, Fukooka City 812.

35892 — GERMANY — Garbage disposal equipment. German company manufactures disposable dishes, spoons, forks, knives made of polystyrene foam and injected polystyrene, and wishes to buy equipment for crushing and disposing of these articles which at times may contain food remnants (solid and liquid). At present company would need 30 units per yr., but expects 'amount would increase in future. Would appreciate receiving offers in German, f.o.b. Bremen, with delivery to begin in early 1974. It would be helpful if U.S. manufacturer is represented in Europe. Wuerttembergische Metallwarenfabrik (M, E), P.O. Box 76, 734 Geislingen/Steige. Attn: Mr. Nuszer, Abt. Em.

35892 — GREECE — Liquid waste treatment plant to serve cattle, sheep and pig slaughterhouse with output of 300 c.m. per 8 hr. period and maximum flow of 100 c.m. per hr. Biological oxygen demand (BOD) of concentration 1900 mmg. per litre. Suspended solids 0.3 ML/L. Interested in U.S. technology. In addition to direct purchase of above equipment, interested in exclusive agency for U.S. liquid waste treatment equipment. Panayiotis Fotilas (A), 7 Xanthou St., Kolonaki, Athens.

Machinery

35990 — UNITED KINGDOM — Flexible metallic hose. Gunco Products, Contact: James H. Sandles, Gen. Sales Mgr. (I, D, exporter), Helsby St., Warrington, Lancashire WA1 3BQ.

35992 — AUSTRALIA — Hydraulic tube, ½" by 16 guage, required for a steam coil in manufacture of portable gas steam cleaner. (Australian listing T.S. 27. Must be to certified standards of Australian Dept. of Labour & Industry.) Firm would like to know availability, quantity, price landed in Australia and how soon delivery could be executed. Product required as soon as possible. Barton Structural Engineers Pty. Ltd. (M, R, D), 260 Main North East Rd., Klemzig, South Australia.

Electrical industrial apparatus

36213 — GERMANY — Brushless DC motors, miniature DC motors, motors for machine tool applications for resale. Also interested in taking over sales representation for Germany and Switzerland. Maintains servicing facilities. Novomatic Industrie-Elektronik, Dr. W. W. Gueldner (A, D, E, I), 63 A Hauptstrasse, D-7000 Stuttgart 80.

Household appliances

36312 — BAHAMAS — Gas ranges. Robin E. Jeffs, Central Furniture Co. Ltd. (I, D, R), P.O. Box N-8166, Nassau.

36320 — BAHAMAS — Small refrigerators and freezers (10 cu. ft. or less). Robin E. Jeffs, Central Furniture Co. Ltd. (I, D, R), P.O. Box N-8166, Nassau.

36320 — GUINEA — Household refrigerators, estimated annual volume: 200 units; household freezers, estimated annual volume: 150 units. All equipment should be capable of operating in a tropical climate. All communications in French. Telex 606 Enero Cry. Dir. Gen.: Momo Radunovic. Societe Guineene de Commerce (SOCOMER) (R), Boite Postale 61, Conakry.

36331 — BAHAMAS — Washing machines. Robin E. Jeffs, Central Furniture Co. Ltd. (I, D, R), P.O. Box N-8166, Nassau.

Electrical lighting, wiring equipment

36420 — BAHAMAS — Lamps in medium and low price range. Robin E. Jeffs, Central Furniture Co. Ltd. (I, D, R), P.O. Box N-8166, Nassau.

36430 — ITALY — Electric terminals, similar current-carrying wiring devices, for resale purposes and own use. Indesit Spa Diezione Acquisti, Attn: Mr. Chiosso (M, D, E), Strada Orbassano KM 17, 10043 Orbassano, Torino.

Radio, television receiving sets

36511, 36514 — GUINEA — Radio and high fidelity equipment. Requests replies in French. Diplomatic store requests brochures, information. Societe Guineene de Commerce (SOCOMER) (R), Attn: Dir. Gen. Momo Radunovic, B.P. 61, Conakry. Telex: 606 Enero Cry.

36514 — AUSTRALIA — Cassette tape decks both with and without electronics suitable for recording and play back. No audio power amplifier required. Stereo operation suitable for 240 volt A/C 50 cycle. Units will be used in stereo/grand units, knobs needed but no case. Requirements up to 750 units monthly. Lanshire Industries (I, D), G.P.O. Box 1062, Sydney NSW 2000.

Communication equipment

●36600 — BANGLADESH — Supply and installation of 24-channel VHF links in cyclone prone coastal areas of Bangladesh. Tender No. IR. 2-6/PUR/73; bid deadline Feb. 2. Invited by Divisional Engineer (Purchase), Officer of the Director General, Bangladesh Telegraph and Telephone, Sher-E-Bangla Nagar, Dacca 15, Bangladesh. Tender documents available at TK 250.00 (7.5 TK equals U.S. $1.00) per set from Senior Accounts Officer, Telegraph Stores and Workshop, Central Telegraph Stores Compound, Tejgaon, Dacca. When tenders are received, they will be available on 5-day loan basis from the Science and

Electronics Division, Room 1112 U.S. Department of Commerce, Washington, D.C. 20230; ★(202-967-4822).

●36600 — BANGLADESH — Supply and installation of VHF base/P.C.O./-public call office stations (both fixed and maritime mobile) radio telecommunication system part of cyclone warning project. Tender No. IR. 3-9/PUR/73; bid deadline Jan. 24, 1974. Invited by the Divisional Engineer (Purchase). Office of the Director General Bangladesh Telegraph and Telephone, Sher-E-Bangla Nagar, Dacca 15, Bangladesh. Tender documents available at TK 250.00 per set (7.5 taka U.S. $1.00) from Senior Accounts Officer, Telegraph Stores and Workshop, Central Telegraph Stores Compound, Tejgaon, Dacca. When tenders are received, they will be available on 5-day loan basis from the Science and Electronics Division, Room 1112, U.S. Department of Commerce, Washington, D.C. 20230; ★(202-967-4822).

●36600 — COLOMBIA — Design, manufacture, and supply of 200 manual powered disconnectors for 15 KV, oil; and 40 sectionalizing and junction boxes (with fuses) for underground cable of 15 KV. Tender No. PD-73-8 (IDB-3); bid deadline Nov. 19. Specifications available from Empresa de Energia Electrica de Bogota, Revisoria Fiscal, Oficina 216, Bogota, at 1,000 pesos ($41.72) first copy and 500 pesos ($20.86) each additional copy. These amounts will not be refunded. All bids must be accompanied by a guarantee bond worth not less than five percent of total offer value, and valid for 120 days as of closing date of tender.

●36600 — COLOMBIA — Design, manufacture, and supply of approximately 450,000 connection clamps for primary and secondary aerial circuits, plus necessary tools for installation. Tender No. PD-73-12/(IDB-5); bid deadline Nov. 20. Specifications available from Empresa de Energia Electrica de Bogota, Revisoria Fiscal, Calle 13 No. 37-35, Oficina 216, Bogota, for 2,000 pesos ($83.44) first copy and 1,000 pesos ($41.72) each additional copy. These amounts will not be refunded. All bids must be accompanied by a guarantee bond with not less than five percent of total offer value.

●36600 — IRAQ — Technical assistance and supplies of components and plant equipment for the manufacture of radio and television receivers. Bid deadline Nov. 30. Conditions and specifications available from the Electronic Industries Co., c/o Director General of the Industrial Bank of Iraq, Baghdad. When specifications are received, they will also be available on a five-day loan basis from the Science and Electronics Division, Room 1112, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-4822).

●36600 — NEW ZEALAND — Manufacture and supply of private automatic branch exchange equipment (crossbar private automatic branch systems). Tender No. POHQ 171/7932; bid deadline Feb. 28. Tender documents available from Controller of Stores, Stores Division, Post Office Headquarters, Wellington. When received, tenders will be available on short term loan from Science and Electronics Div., Room 1212, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-4822).

36620 — GERMANY — Electronic protractors for analytical apparatus. DiaLog, Contact: H. Erne (M, A), 4 Duesseldorf 30, Sternstr. 67.

36622 — CANADA — Broadcast equipment for AM, FM, TV—transmitters for radio and TV-related studio equipment. Also TV color cameras in mid-price range of $30,000. Interested in agency representation. Denlen Electronics Corp. Ltd., Contact: Allan Davis, Exec. V. Pres. (A, D), 23 Guardsman Rd., P.O. Box 70, Thornhill, Ontario.

36625 — IRELAND — Electronic detection device for product surveillance in retail security—micro-dot or similar. Company wishes to either import the product for distribution or act as manufacturer's agent. Photo-Scan (Ireland) Ltd. (I, D), 34 Kill Abbey, Blackrock, Co. Dublin.

36629 — CANADA — Microwave telephones for integration of studio, video, and audio signals to transmitter sites. Interested in agency representation. Denlen Electronics Corp. Ltd., Contact: Allan Davis, Exec. V. Pres. (A, D), 23 Guardsman Rd., P.O. Box 70, Thornhill, Ontario.

Electronic components, accessories

36740 — SPAIN — Semiconductors, related devices. Hannovon, S.A. (I, D), Puerto Rico 8-B, Madrid 16.

36749, 36793 — GERMANY — Carbon film resistors, other resistors, as well as semiconductors for resale. Also interested in taking over sales representation for Germany and Switzerland. Maintains servicing facilities. Direct purchase & agency. Novomatic Industrie-Elektronik, Dr. W. W. Gueldner (A, D, E, I), 63 A Hauptstrasse, D-7000 Stuttgart 80.

Motor vehicles, equipment

37141 — PARAGUAY — Engines, engine parts, and transmission boxes adaptable to Volvo N84 and Mercedes Benz 608 trucks. Manuela Rockhold, Pena Hermanos S.A. (I, R), Casilla 945, Asuncion.

37141 — TAIWAN — Automobile bearings in following model number and quantity (per mo.): 6202 5,000 pcs.; 6203 5,000 pcs.; 6204 10,000 pcs.; 6205 10,000 pcs.; 6206 5,000 pcs.; 6207 3,000 pcs.; 6208 1,000 pcs.; 6209 1,000 pcs.; 6210 500 pcs.; 6304 5,000 pcs.; 6305 8,000 pcs.; 6306 2,000 pcs.; 6307 2,000 pcs.; 6308 1,000 pcs. Morrison Development Corp., Ltd., Import Dept. (I, M, exporter), 25 Jen Ai Rd., Sec. 4, Taipei (106).

37310 — ARGENTINA — Purchase of two 200-foot used fishing vessels, equipped with 1,200 h.p., 350 rpm engines. Holds should be capable of accommodating about 5,000 to 7,000 cases of fish. Rio Montes' officials will travel to U.S. upon receipt of quotations for vessels that approximate above specifications. Rio Montes S.A.C.I. YA. (fish processor), Hernandarias 3651, Mar Del Plata, Pcia. De Buenos Aires. TWX 012-1139—AR Bosbk, Attn: Robert Lockhart.

37313 — PORTUGAL — Shrimp trawlers, new or second-hand (but no more than 5 yr. old). Trawlers must be 30-35 meters in length, powered by at least 800 h.p. engines, and may or may not be equipped with freezer cabins. This is a fish and shellfish import/export firm established in 1972. Socideade de Fomento das Pescas (I), Rua Dos Industriais 29-3 Esq., Lisbon 2.

Engineering, laboratory, scientific research instruments

●38100 — PHILIPPINES — Supply of navigational aids, sonars and fish finders for deep sea fishing vessels of 70 to 130 tons. Bid deadline not available. Equipment purchases to be financed from $11.6 million World Bank loan. Tender documents not yet available. Interested firms should submit brochures and price information directly to: Fisheries Group, Agricultural Projects Dept., Development Bank of the Philippines, MCCPO Box 800, Makati, Rizal, Philippines.

Instruments for measurement, analysis and control

●38200 — THAILAND — Supply of watthour meters in 11 different categories varying according to phase, volts, cycle and amperes. Tender No. ADB-MEA-035, bid deadline Nov. 12. Tender documents available at $10.50 per set from Purchase and Stores Dept., Metropolitan Electricity Auth., 121 Chakpetch St., Bangkok 2. When received, they will also be available from Science and Electronics Division, Room 1128, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-2939).

●38200 —TUNISIA — Electric meters in KW/H as follows: 30,000 monophase of 5-15 amps, 127/220 volts; 2,000 three-phase 15-60 amps, 127/220 volts; 1,000 three-phase 5-25 amps, 220/380 volts; 1,000 three-phase 15-60A 220/380 volts, 300 three-phase meters 220/380 volts; 230 monophase meters; 160 three-phase meters; 60 indicators; 15 recorders; 210 three-phase transmitters; 280 chests of 3 transformers each; 150 low voltage transformers; 600 terminal boxes; 8 portable meters CFME type; and spare parts. Tender No. 055; bid deadline Nov. 12. Specifications available in French from Societe Tunisienne de l'Electricite et du Gaz 38, Rue Kemal Ataturk, Tunis. When received, they will be available from Science and Electronics Division, Room 1128, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-2939).

Surgical, medical, dental instruments

38400 — PARAGUAY — Cardiovascular surgery and blood bank equipment and accessories; hospital supplies. Nuncio Amabile (A), Alberdi 652, Depto. 4, Asuncion.

38410 — FRANCE — Haemodialysis portable apparatus, N.E.C. Direct purchase & agency. Labomatic, Contact: Pierre-Andre Fontaine (A, D, I), 8 Rue De Penthievre, 75008 Paris. WTDR 6/73.

Photographic equipment, supplies

38613 — SWITZERLAND — Kodak or equal, TV cameras and related auxiliary equipment for official TV service of an East European country. Lacoray SA, Attn: Werner Lutz, Mkt. Mgr. (A, D, I), Postfach 143, 1211 Geneva.

38615 — SWITZERLAND — Color and black and white films for TV cameras. Lacoray SA, Attn: Werner Lutz, Mkt. Mgr. (A, D, I), Postfach 143, 1211 Geneva.

38615 — SWITZERLAND — Photographic film: color and black and white; for all kinds for reexport to COMECON countries. Lacoray SA, Attn: Werner Lutz, Mkt. Mgr. (I, A, D), P.O. Box 143, 1211 Geneva.

38616 — SWITZERLAND — Direct imports for resale and distributorship of any type for sensitized photographic paper and cloth, Halide type. Requests c.i.f. Hamburg; payment l/c. Photo-Porst KG, Attn: Heinz Wohlrab (R, D), D-8500 Nuernberg, Veilhofstrasse 6.

Watches, clocks, parts

38715 — FRANCE — Electronic watches; watch makers processing electronic watches in using new device crystal liquid circuits. Intercar S.A. (consultant), 21 Rue Lesueur—75 Paris 16.

38731 — ITALY — Mechanical, non electric timers for kitchen stoves, ovens. Purchased for resale purpose and own use. Indesit Spa Direzione Acquisti, Attn: Mr. Chiosso (M, D, E), Strada Orbassano KM 17, 10043 Orbassano Torino.

Musical instruments, parts

39310 — BAHAMAS — Brass musical instruments, upright pianos. Robin E. Jeffs, Central Furniture Co. Ltd. (I, D, R), P.O. Box N-8166, Nassau.

Toys, amusement, sporting goods

39410 — GERMANY — Toys—model construction sets. Hans-Neumann, Spielwaren (A, D), 2400 Luebeck, Im Gleisdreieck 10.

39430 — GERMANY — Baby carriages, other baby articles. Prepared to render maintenance and repair service. Direct purchase & agency. Babywelt—Isolde Schilling GmbH (A, D, I), 17 Rosenwiesstrasse, P.O. Box 81204, D-7000 Stuttgart 81.

39493 — JAPAN — High quality golf and ski equipment. Hope Co., Foreign Dept., Attn.: Scott Kesling (I), 12-33, Higashi Nippori 4-Chome, Arakawa-Ku, Tokyo (116).

Costume jewelry, novelties, notions

39620 — AUSTRALIA — Artificial flowers made from plastic, feathers and any other materials. Items to be for resale. North Queensland Agencies Service (A, I, D), G.P.O. Box 624, Townsville, Queensland 4810.

Manufacturing industries

39990 — GERMANY — American art and craft goods (leather, brass, clocks, cutlery, candles, small furniture and the like) for resale. Interested in sales representation in Germany and Switzerland. Direct purchase & agency. Nordtek Import-Export W/Germany (I, D, R), 60 Wintergasse, D-6946 Luetzelsachsen/Bergstrasse.

39999 — SWITZERLAND — Housewares and home decoration products for sale by drug stores and stationers. Seeks distributorship arrangement. Bural Distribution SA (I, A, D), Konradstrasse 1, CH-8401 Winterthur.

Antique, secondhand stores

59310 — SIERRA LEONE — Used clothing. Seeks direct purchase of used clothing, about 200 bales a shipment, as the local market is very ready for used clothing. M. A. Basman & Sons (I, D), P.O. Box 480, 43 Kissy St., Freetown.

59330 — IVORY COAST — Seconds in ready-to-wear clothing. Official intends to depart for U.S. around Oct. 20 and would like to receive offers before then. Mr. Taleb (I, D), Boite Postale 759, Abidjan. Telegrams can be sent to the same address.

Representations

Foreign private firms are interested in agency agreements and/or distributorships for these products.

Crude petroleum, natural gas

13110 — BANGLADESH — Crude petroleum products. Interested in acting as sales and indent agent for responding trade inquiries and tenders issued by Government agencies and Government holding companies. Dastgir Trading Corp. (A), 294A Dhanmondi Residential Area, Rd. No. 24, Dacca.

Canning, preserving foods

20300 — AUSTRALIA — Canned frozen foodstuffs. Bernard Cohen (I, A, D), GPO Box 1739, Sydney NSW 2001.

20373 — AUSTRALIA — Freeze-dried foods (general). Norman W. Richards Pty. Ltd. (I, A, D), 172 Bridge Rd., Richmond, Victoria 3121.

Broad woven fabric mills, cotton

22110 — BELGIUM — Upholstery fabrics-cotton. De Gryse & Fils, S.P.R.L. Mr. Barre, Mgr. (M, D), Ave. De Messidor 180, 1180 Brussels.

22110 — BELGIUM — Fabrics: chambrays-corduroys cotton-denims-gabardine cotton-jeans. Ets Jean Thunissen (I, A, D), 5 Rue Des Cottages, 1180 Brussels.

22113 — AUSTRALIA — Seeks additional compatable lines of medium to better quality woven cotton and synthetic printed fabrics. A. Biancardi Pty. Ltd. Attn: Edwin Biancardi (A, I, D), GPO Box 1740, Sydney NSW 2001.

22114 — AUSTRIA — Yarn-dyed fabrics, cotton, for jean production. Cottolana Textilvertriebsges. M.B.H. (I, D), Schottenrign 23, A-1010 Wien, Postfach 370.

22115 — SWITZERLAND — Ladies' outerwear cotton combed rayon mixtures, plain and printed, novelties. To act as commission agent for weaving mills. Robert Thaler (A), Linderstrasse 37, POB, CH-8034 Zurich.

22117 — PARAGUAY — Cotton/polyester shirtings, suitings, dress material; printed, woven, plain; denim for manufacture of jeans, etc. Federico M. Ehrenfried (I, A), Casilla Postal 750 Asuncion.

22119 — SWEDEN — Towels made of terry cloth. Handels & Fabyiks AB Stiko (I, A, D), Germaniavagen 4, S-182 62 Djorsholm.

Broad woven fabric mills, manmade fiber, silk

22210 — BELGIUM — Upholstery fabrics, man-made fiber and silk. De Gryse & Fils S.P.R.L., Mr. Barre, Mgr. (W, D), Ave. Des Messidor 180, 1180 Brussels.

22210 — PARAGUAY — Draperies and drapery fabrics, man-made fiber and silk; upholstery fabrics, man-made fiber and silk. Saturnino Marini (A), Casilla 899, Asuncion.

22210 — PARAGUAY — Polyester and other synthetic/cotton fabrics for men's sport and dress shirts, suitings, and women's dresses and blouses. Adequate for tropical climate. Saturnino Marini (A), Casilla 899, Asuncion.

22211 — ICELAND — Jersey fabrics of all kinds. Interested in an exclusive distributorship. Johann Agustsson Heildverzlun H/F (I, A, D), Framnesvegur 7, Reykjavik.

22214 — SWITZERLAND — Cotton, polyester blend outerwear fabrics, plain and printed, corduroy, voiles, yarn dyed fabrics. To act as commission agent for weaving mills. Robert Thaler (A), Lindenstr. 37, P.O.B., CH-8034 Zurich.

22216 — SWITZERLAND — Combination filament and spun wool yarn fabrics, for ladies' and men's outerwear. To act as commission agent for weaving mills. Robert Thaler (A), Lindenstrasse 37, P.O.B., CH-8034 Zurich.

22219 — AUSTRALIA — Seeks good lines of imitation fur fabrics. A. Biancardi Pty. Ltd., Attn: Edwin Biancardi (I, A, D), GPO Box 1740, Sydney NSW 2001.

Broad woven fabric mills, wool

22310 — BELGIUM — Upholstery fabrics-wool. De Gryse & Fils, S.P.R.L., Mr. Barre, Mgr. (M, D), Ave. De Messidor 180, 1180 Brussels.

Narrow fabrics, other smallwares mills

22411 — PARAGUAY — Labels, woven, designs and legends to be specified. Federico M. Ehrenfried (I, A), Casilla Postal 750, Asuncion.

Knitting mills, products

22510 — PARAGUAY — Women's and misses' hosiery, all types including knee-length and pantyhose. Federico M. Ehrenfried (I, A), Casilla Postal 750, Asuncion.

22530 — AUSTRALIA — Wishes additional compatible lines of good to better quality printed knit fabrics. A. Biancardi Pty. Ltd., (Attn: Edwin Biancardi (A, I, D), GPO Box 1740 Sydney NSW 2001.

22562 — SWITZERLAND — Knit fabrics for ladies' and men's outerwear. To act as commission agent for weaving mills. Robert Thaler (A), Lindenstr. 37, P.O.B., CH-8034 Zurich.

Floor covering mills, products

22710 — SWEDEN — Woven carpets, wall-to-wall covering. Miljamattor AB (I, A, M), Kungsgatan 58-70, S-411 08 Goteborg.

22720 — SWEDEN — Tufted carpets, wall-to-wall covering. Miljamattor AB (I, A, M), Kungsgatan 58-70, S-411 08 Goteborg.

Yarn, thread mills, products

22800 — BELGIUM — Continuous textured filiament yarns (B.C.F.) for tufted carpets. I.P.C. SA, Mr. Wilhem, Mgr. (I, A, D), 61 Rue Lesbroussart, 1050 Brussels.

22810 — AUSTRIA — Yarns; cotton, man-made staple and blended. Cottolana Textilveriebsges. M.B.H. (I, D), Schottenring 23, A-101 Wien, Postfach 370.

22842 — PARAGUAY — Cotton and manmade fiber threads for industrial or manufacturer's use (clothing, upholstery). Federico M. Ehrenfried (I, A), Casilla Postal 750, Asuncion.

Men's, youths', boys' furnishings, work clothing

23210 — PARAGUAY — Men's and youth's clothing including cotton/polyester shirts, pajamas, sports shirts, T-shirts, etc.; lightweight and suitable for tropical climate. Federico M. Ehrenfried (I, A), Casilla Postal 750 Asuncion.

23214 — GERMANY — Interested in acting as agent for manufacturers of cowboy shirts and similar products. F.o.b. U.S. harbor. Delivery should be possible on short notice. Erdmann-Lederbekleidung, Contact: Hans-Werner Erdmann (M, R, D), D-8011 Baldham, Fichtenstrasse 10, Erdmann-Haus.

23291 — ICELAND — Arctic survival jackets with hood. Exclusive distributorship desired direct from manufacturer. Samband of Iceland, Import Dept., Attn: Mr. Hjalti Palsson (I, A, D), Solvholgsgotu 4, Reykjavik.

23292 — AUSTRIA — Jean-cut casual slacks and similar leisure wear for men and boys. Interested in exclusive distributorship arrangement. Vienna Gesellschaft M.B.H. Bekleidungswerke (I, D, M), Salzgries 12, A-1013 Vienna.

Women's, misses', juniors' outerwear

23393 — AUSTRIA — Jean-cut casual slacks and similar leisure wear for women and misses. Interested in exclusive distributorship arrangement. Vienna Gesellschaft M.B.H. Bekleidungs Werke (I, D, M), Salzgries 12, A-1013 Vienna.

Women's, misses', children's, infants' under garments

23412 — PARAGUAY — Women's, misses', children's and infants' underwear. Federico M. Ehrenfried (I, A), Casilla Postal 750, Asuncion.

Girl's, children's, infants' outerwear

23610 — AUSTRALIA — Girls' and infants' fashion outerwear of good quality suitable for girls from 2 to 16 years. Requires catalogs. Paul C. Savage Prop. Ltd. (R), 81 Edith St., Wynnum, Brisbane, Queensland 4178.

Apparel, accessories

23860 — GERMANY — Interested in acting as agent for resale of leather apparel, leather sportswear, leather jump-suits, leather jackets and pants. F.o.b. U.S. harbor. Delivery should be possible on short notice. Erdmann-Lederbekleidung Contact: Hans-Werner Erdmann (M, I, R), D-8011 Baldham Fichtenstrasse 10, Erdmann-Haus.

Fabricated textile products

23961 — PARAGUAY — Collar lining material for men's shirts. Saturnino Marini (A), Casilla 899, Asuncion.

Sawmills, planing mills

24212 — ITALY — Resinous lumber and logs such as douglas fir, hemlock, red cedar, etc., originating from Pacific Coast. Seeks exclusive agency agreement. Frantelli Amata S.N.C. (I, A), Via Albini 6, C.P. 191, 24100 Bergamo.

Household furniture

25100 — AUSTRALIA — Furniture of modern designs and materials. Associated household products would also be of interest. William Charlick Ltd. (A, D, I), London Rd., Mile End, South Australia 5031.

25117 — SPAIN — Wooden beach furniture. Ferreteria San Pablo (A), Avda. de Regulares 8, Ceuta.

25143—SPAIN—Metal beach furniture. Ferreteria San Pablo (A), Avda. de Regulares 8, Ceuta.

Office furniture

25223 — SWITZERLAND — Novelty small mechanical office filing equipment, visible equipment, small handy reference files. Seeks exclusive distributorship arrangement. Helmut Fischer AG, Attn.: H. P. Ingold (I, A, D), Falkenstrasse 23, P.O.B. 120, CH-8032 Zurich.

Converted paper, paperboard products

26410 — FRANCE — Coated and noncoated paper and cardboard. Paperteries du Bearn, Attn: Miss G. Bornua (D), 204 Rue de Tolbiac, 75013 Paris.

26480 — ICELAND — Stationery of all kinds. Bokoverzlunin Veda, Attn.: Mr. Arni Bjorgvinsson (R), Alfholsvegur 5, Kopavogi.

Books

27321 — CANADA — Technical pedagogical pamphlets for school teachers. Distributorship sought. Mr. Jean Brard, Mkt. Dir., Parent and Trudel Limitee (I, A, D), 5196 St-Hubert, Montreal 176, Quebec.

Industrial chemicals

28100 — AUSTRALIA — Firm is interested in licensing, manufacture, formation of joint operations, or agencies, with American companies in the fatty chemical, surface coating, food additive, thermosplastics, agricultural, chemical and specialty product areas. Croda Federal Chemicals Ltd. (M, D), 2 Flockhart St., Abbotsford, Victoria 3067.

28122 — PERU — Sodium bicarbonate. Exclusive basis as agent and distributor. Drogueria Kahan, S.A. (I, A, D), P.O. Box 1380, Gral. Miguel Iglesias 2124, Lima 14; Cable: Drokasa; Telex: Drokasa 3540147-Lima. Phone: 71-1706. Officer: Adrian Kahan M., Mgn. Dir.

28152 — ISRAEL — Synthetic organic dyes. Interested in working on an exclusive agency basis only. Robychem Ltd. (A), 7 Ha Sene St., P.O. Box 7278, Ramat Gan.

28161 — ISRAEL — Titanium pigments. Interested in working on an exclusive agency basis only. Robychem Ltd. (A), 7 Ha Sene St., P.O. B. 7278, Ramat Gan.

28162 — MAURITIUS — Zinc oxide pigments—for use in manufacturing paints—packed in plastic polythene lined bags, about 4 tons. Hermann Savannah-Globe Trading Agency (I, A), 20 Jummah Mosque St., Port Louis.

28183 — ISRAEL — Synthetic organic chemicals. Interested in working on an exclusive agency basis only. Robychem Ltd. (A), 7 Ha Sene St., P.O.B. 7278, Ramat Gan.

28194 — PERU — Carbolic acid. Exclusive basis as agent and distributor. Drogueria Kahan, S.A. (I, A, D), P.O. Box 1380, Gral. Miguel Iglesias 2124, Lima 14; Cable: Drokasa; Telex: Drokasa 3540147-Lima. Phone: 71-1706. Officer: Adrian Kahan M., Mgn. Dir.

28197 — PERU — Potassium and sodium compounds for use in flotation of ores. Exclusive basis as agent and distributor of above compounds, other chemicals for flotation of ores. Drogueria Kahan, S.A. (I, A, D), P.O. Box 1380, Gral. Miguel Iglesias 2124, Lima 14; Cable: Drokasa; Telex: Drokasa 354147-Lima. Phone: 71-1706. Officer: Adrian Kahan M., Mgn. Dir.

28199 — MAURITIUS — Titanium compounds—2 types: for use in manufacture of paints and rubber; packed in polythene lined bags. Will need about 25 tons of first, 5 tons of second type. Zinc compounds—powder form for use in the manufacture of microcellular sponge rubber sandals. Packed in polythene lined bags, will need about 5 tons. Hermann Savannah-Globe Trading Agency (I, A), 20 Jummah Mosque St., Port Louis.

28199 — PERU — Calcium compounds for use in flotation of ores. Exclusive basis as agent and distributor above compounds, other chemicals for use by mining companies in flotation of ores. Drogueria Kahan, S.A. (I, A, D), P.O. Box 1380, Gral. Miguel Iglesias 2124, Lima 14; Cable: Drokasa; Telex: Drokasa 3540147-Lima. Phone: 71-1706. Officer: Adrian Kahan M., Mgn. Dir.

Synthetic materials

28213 — ITALY — High pressure polyethylene, melt index for molding and film, low pressure polyethylene, melt index for molding, normal and high impact polystyrene, polypropylene, melt index for molding, polyethylene and polypropylene masterbatchs. Seeks agency arrangement; also willing to buy direct for resale in domestic market. Matras Interplastic S.P.A. (I, D), 48 Via Roma, 40069 Zola Predosa (Bologna).

28213 — ITALY — Special compounds of plastic and synthetic resins in granules, to be used in lieu of dirt for construction of tennis courts, sport fields and the like. Seeking distributorship arrangement. However, in event requested product, or process is protected by patent, Perosino interested in licensing agreement. Lorenzo Perosino (construction of tennis (clay) courts, sport fields, race tracks), Via Fratelli Canepa 130-C, 16010 Serra Ricco, Genoa.

28230 AUSTRIA — Yarns; cellulosic man-made fibers. Cottolana Textilvertriebsges. M.B.H. (I, D), Schottenring 23, A-1010 283, Postfach 370.

28230 — AUSTRIA — Yarns: cellulosic man-made fibers. Cottolana Textilvertriebsges. M.B.H. (I, D), Schottenring 23, A-1010 283, Postfach 370.

28231 — PARAGUAY — Cellulosic man-made fibers. Saturnino Marini (A), Casilla 899, Asuncion.

28240 — AUSTRIA — Yarns: organic man-made fiber except cellulosic. Cottolana Textilvertreibsges. M.B.H. (I, D), Schottenring 23, A-1010 Wien, Postfach 370.

28240 — PARAGUAY — Organic fibers, noncellulosic. Saturnino Marini (A), Casilla 899, Asuncion.

Drugs

28314 — BRAZIL — Diagnostic products and kits, reagents and culture media. Seeks distributorship arrangement. Prado Dantas Ltda. Importacao E Comercio (I, A, D), C.P. 2927. Rua Quirino De Andrade 227, 0149 Sao Paulo (SP).

28344 — TAIWAN — Pharmaceutical preparations for antitubercular, such as pyrazinamide, prothionamide, ethambutal, cycloseine. Fu Yuang Trading Co., Ltd. (I, D), P.O. Box 24017, Taipei (100).

28349 — TAIWAN — Pharmaceutical preparations for veterinary use. Fu Yuang Trading Co, Ltd. (I, D), P.O. Box 24017, Taipei (100).

Soap, detergents, cleaning preparations, perfumes, cosmetics

28420 — SWITZERLAND — Disinfectants for household and industrial use, in bulk or packed. Exclusive agency/distribution. Dr. Reiner (I, A, D), P.O. Box 42, 4020 Basel.

28430 — PERU — Surface active and finishing agents. Exclusive basis as agent and distributor. Drogueria Kahan, S.A. (I, A, D), P.O. Box 1380, Gral. Miguel Iglesias 2124, Lima 14; Cable: Drokasa; Telex: Drokasa 3540147-Lima. Phone: 71-1706. Officer: Adrian Kahan M., Mgn. Dir.

28440 — PARAGUAY — Shaving and hair preparations, nail polishes, dentifrices, creams, lotions and oils, lip preparations, eye preparations, deodorants, manicuring preparation, powders, depilatories, related items. Federico M. Ehrenfried (I, A), Casilla Postal 750, Asuncion.

28441 — ICELAND — Toilet preparations for men. Desires exclusive distributorship. Mr. Karl Jonsson (I, A, D), P.O. Box 242, Kpavogur.

28445 — AUSTRALIA — Interested in an agency agreement for beauty products; if possible, complete range, but otherwise individual products. Beauty Internationale Pty. Ltd. (I, D), 10 St. James Place, Toorak, Victoria 3142.

Gum, wood chemicals

28611 — PERU — Exclusive basis as agent and distributor of pine oil, other chemicals for flotation of ore. Drogueria Kahan, S.A. (I, A, D), P.O. Box 1380, Gral. Miguel Iglesias 2124, Lima 14; Cable: Drokasa; Telex: Drokasa 3540147-Lima. Phone: 71-1706. Officer: Adrian Kahan M., Mng. Dir.

28651 — PERU — Cyclic intermediates. Exclusive basis as agent and distributor. Drogueria Kahan, S.A. (I, A, D), P.O. Box 1380, Gral. Miguel Iglesias 2124, Lima 14; Cable: Drokasa; Telex: Drokasa 3540147-Lima. Phone: 71-1706. Officer: Adrian Kahan M., Mgn. Dir.

28655 — PERU — Cyclic crudes. Exclusive basis as agent and distributor. Drogueria Kahan, S.A. (I, A, D), P.O. Box 1380, Gral. Miguel Iglesias 2124, Lima 14; Cable: Drokasa; Telex: Drokasa 3540147-Lima. Phone: 71-1706. Officer: Adrian Kahan M., Mgn. Dir.

28691 — PERU — Miscellaneous cyclic chemical products. Exclusive basis as agent and distributor. Drogueria Kahan, S.A. (I, A, D), P.O. Box 1380, Gral. Miguel Iglesias 2124, Lima 14; Cable: Drokasa; Telex: Drokasa 3540147-Lima. Phone: 71-1706. Officer: Adrian Kahan M., Mgn. Dir.

28692 — PERU — Miscellaneous cyclic chemicals, chemical products, excluding urea. Exclusive basis as agent and distributor. Drogueria Kahan, S.A. (I, A, D), P.O. Box 1380, Gral. Miguel Iglesias 2124, Lima 14; Cable: Drokasa; Telex: Drokasa 3540147-Lima. Phone: 71-1706. Officer: Adrian Kahan M., Mgn. Dir.

Agricultural chemicals

28710 — BANGLADESH — Agricultural fertilizers. Firm interested in acting as sales and indent agent. Dastgir Trading Corp. (A), 294A Dhanmondi Residential Area, Rd., No. 24, Dacca.

28712, 28198 — LIBERIA — Seeks agency arrangement with U.S. supplier for fertilizers, agricultural and general chemicals. Annual sales volume this line estimated at $600-700,000. Servicing capabilities this line good. Oost Afrikaansche Compagnie (OAC), (I, A, R), P.O. Box 281, Water St., Monrovia, Liberia; Cable Address — Jupiter, Monrovia; Telex — 4233; Phone 21261/21275; C. J. C. Van Aalst—Gen. Mgr.

28790 — BANGLADESH — Agricultural insecticides. Firm interested in acting as sales and indent agent. Dastgir Trading Corp. (A), 294A Dhanmondi Residential Area, Rd. No. 24, Dacca.

28790 — TAIWAN — Agricultural insecticidal & fungicidal preparations. Fu Yuang Trading Co., Ltd. (I, D), P.O. Box 24017, Taipei (100).

Special Action

Each of the following representation opportunities is deemed to rate the special attention of American manufacturers and suppliers by the U.S. Commercial Officers overseas.

28231 — PAKISTAN — Acetate yarn of 60/1, 75/1, and 100/1 counts, for re-sale to local textile manufacturers. Immediate requirements approximately 70,000 lbs. for December-January shipment. Company wishes to act on exclusive agency basis. Combine Corp. (A, D), Bilal St., Ichhra, Lahore.

28232 — PAKISTAN — Viscose rayon yarn of 30/1, 60/1, 75/1, 110/1 and 120/1 counts, for resale to local textile manufacturers. Immediate requirements approximately 50,000 lbs. for December-January shipment. Company wishes to act as exclusive agent. Combine Corp. (A, D), Bilal St., Ichhra, Lahore.

28241 — PAKISTAN — Nylon yarn of 30/8, 20/1 and 60/1 counts, for re-sale to local textile manufacturers. Immediate requirements approximately 80,000 lbs., for December-January shipment. Company wishes to act on exclusive agency basis. Combine Corp. (A, D), Bilal St., Ichhra, Lahore.

38212 — BELGIUM — Parking meters; mechanical devices which control parking lots, i.e., ticket gates, etc. Franco-Belge de Machines at D'Appareils Enregistreurs (I, A, D), 45 Rue du Congres, 1000 Brussels.

Chemical products

28921 — AUSTRALIA — Explosive grade ammonium nitrate (20,000 tons per annum) for approximately $72 per m.t. f.o.b. Alex Johnson (Epping) Pty. Ltd. (I, D, R), 788 High St., Epping, Victoria 3076.

28993 — JAPAN — Automotive oils, additives. Koishi Oil Co., Ltd., Attn: Mr. Shinya Koishi, Mgn. Dir. (I, D), 6-12 Shiohama 1-Chome, Koto-ku, Tokyo.

28993 — SWITZERLAND — Water treatment chemicals, mainly for application with domestic water conditioning apparatus. Dr. Reiner (I, A, D), P.O. Box 42, 4020 Basel.

Fabricated rubber products

30698 — SWITZERLAND — Specialty erasers for office, drafting and drawing room. Seeks exclusive distributorship arrangement. Helmut Fischer AG, Attn: H. P. Ingold (I, A, D), Falkenstrasse 23, P.O.B. 120, CH-8032 Zurich.

Plastic products

30790 — SWITZERLAND — Plastic office, drawing and drafting room novelties, desk pads, filing accessories. Seeks exclusive distributorship arrangement. Helmut Fischer AG, Attn: H. P. Ingold (I, A, D), Falkenstrasse 23, P.O.B. 120, CH-8032 Zurich.

30793 — AUSTRALIA — Mylar or equal, reflective window insulation to cut glare and fabric fading etc., for industrial and domestic applications. Spectrolux, Attn: Hans Lindblad (A, D), 292 Sydney Rd., Balgowlah, NSW 2093.

30796 — NETHERLANDS — Acrylic domes: polyester or PVC rims (or curbs); materials for flat roofs. Distributorship for Western Europe, or license manufacture arrangement. Strategically located in terms of market (close to Belgian and German borders). Polyplex B.V., Attn: W. H. Heuts, Gen. Mgr. (I, M), 49 Galjoenweg, Masstricht.

Leather tanning, finishing

31110 — JAPAN — Pickled calf skins (not wetsalted) in sizes of about 7-8 sq. ft. per skin. Fuso Trading Co., Ltd. (I, A, D), Naka Bldg., 14-17 Tsukiji 2-Chome, Chou-Ku, Tokyo 104.

Cement

32410 — BANGLADESH — Portland cement. Interested in acting as sales and indent agent. Marna & Co., Ltd. (I, A, M, Exporter), Prachi Bhaban, 5th Fl., G.P.O. Box 977, 54 Dilkusha Commercial 3—Dacca-2.

Abrasive, asbestos, nonmetallic mineral products

32962 — SWITZERLAND — Highly efficient noise insulation materials, mineral wool and other components, noise absorbing hoods and tents for noisy machines, other advanced equipment for industrial noise and vibration fighting. Seeks exclusive distributorship arrangement. Autofrigor AG, Attn: H. P. Wurtenberg (I, D, M), Schaffhauserstr. 473, P.O.B., CH-8052 Zurich.

Steel mill products

33120 — BANGLADESH — Tin plate. Noor Impex (NI) (I, A, D), 116 Amir Market, Khatunganj, P.O. Box 283, Chittagong.

33120 — BANGLADESH — Billets (steel). Firm interested acting as sales and indent agent for responding local trade inquiries and tenders issued by government agencies and government holding companies. Sidko Ltd. (A), Chamber Bldg. (2nd Flr.), 122-124 Motijheel Commercial Area, Dacca-2.

33120 — SINGAPORE — Bright round steel shaftings: quality ST60 mechanical straightened and polished without drawing ends, with clean sheared ends. Quotations c.i.f. Jakarta, Indonesia. Specifications in diameter, length, and quantity as follows: ⅝", 4/6 M., 4,000 kgs.; ¾", 4/6 M., 4,000 kgs.; 1", 4/6 M., 4,000 kgs.; 1¼", 4/6 M., 4,000 kgs.; 1½", 4/6 M., 4,000 kgs.; 1¾", 4/6 M., 4,000 kgs.; 1", 4/6 M., 4,000 kgs.; 3", 4/6 M., 4,000

kgs.; 3½", 4/6 M., 4,000 kgs.; 4", 4/6 M., 4,000 kgs.; 5", 4/6 M., 5,000 kgs.; 6", 4/6 M., 5,000 kgs. Scott & English Ltd. (A, D), M&G Centre, 3rd Floor, 154-170 Clemenceau Ave., Singapore-9. Phone: 360711; Cable: 'Emgent'; Telex: 'RS 21281'. Officer: Mr. R. A. H. Brand, Chairman.

33121 — SINGAPORE — Foundry pig iron B.H.P.'S—grade SP250. Give quotations c.i.f. Jakarta. Require 105 metric tons. Scott & English Ltd., Attn: R. A. H. Brand, Chrm. (A, D), M&G Centre, 3rd Flr., 154-170 Clemenceau Ave., Singapore-9. Phone: 360711; Cable 'Emgent'; Telex: 'RS 21281'.

33124 — SINGAPORE — Mild steel plate: JIS G 33101 SS-41 & JIS G 3131 SPHC. Give quotations c.i.f. Jakarta. Specifications, size and quantity as follows: 4'x8'—1.5 mm., 10 M/T; 4'x8'—2.8 mm., 10 M/T; 4'x8'—4.5 mm., 10 M/T; 4'x8'—6 mm., 10 M/T; 4'x8'—8 mm., 10 M/T; 4'x8'—9 mm., 10 M/T; 4'x8'—12 mm., 10 M/T; 4'x8'—19 mm., 15 M/T; 4'x8'—25 mm., 15 M/T. Scott & English Ltd. R. A. H. Brand, Chrm. (A, D), M&G Centre, 3rd Flr., 154-170 Clemenceau Ave., Singapore-9. Phone: 360711; Cable: 'Emgent'; Telex: 'RS 21281'.

33127 — BANGLADESH — Plain and corrugated iron sheets for roofing (galvanized and black). Firm interested acting as sales and indent agent for responding local trade inquiries and tenders issued by government agencies and government holding companies. Sidko Ltd. (A), Chamber Bldg. (2nd Flr.), 122-124 Motijheel Commercial Area, Dacca-2.

33127 — SINGAPORE — Stainless steel sheet AISI TP 304. Give quotations in c.i.f. Jakarta. Specifications, size and quantity: 1x2 m.—.5 mm., 1 M/T; 1x2 m.—.8 mm., 1 M/T; 1x2 m.—1 mm., 1 M/T; 1x2 m.—1.5 mm., 3 M/T; 1x2 m.—2 mm., 2 M/T; 1x2 m.—2.5 mm., 1 M/T; 1x2 m.—3 mm., 2 M/T; 1x2 m.—4 mm., 2 M/T; 1x2 m.—5 mm., 2 M/T; 1x2 m.—6 mm., 3 M/T; 1x2 m.—10 mm., 2 M/T. Scott & English Ltd., R. A. H. Brand, Chrm. (A, D), M&G Centre, 3rd Flr., 154-170 Clemenceau Ave., Singapore-9. Phone: 360711; Cable: 'Emgent'; Telex: 'RS 21281'.

Rolling, drawing, extruding of nonferrous metals

33560 — LIBERIA — Agency arrangement U.S. supplier for 50 tons per month zinc sheeting for roofing. Annual sales potential this line estimated $240,000. Servicing capabilities this line good. Oost Afrikaansche Compagnie (OAC) (I, A, R), P.O. Box 281, Water St., Monrovia. Cable Add.—Jupiter, Monrovia; Telex 4322; Phone 21261/21275; C. J. C. Van Aalst—Gen. Mgr.

33560 — SWITZERLAND — Precious metal wire, mainly platinum and silver for electric, electronic industry. Exclusive distributorship arrangement. W. Moor AG, Abt. Metall, Mr. Kern (I, A, D), Bahnstrasse 58, CH-8105 Regensdorf.

33573 — SWITZERLAND — Electrical nonferrous wire, rare metals wire, super alloy wire, resistance and heating wire, for electric, electronic industry, nickel, titanium, manganin and tungsten wire. Exclusive distributorship arrangement. W. Moor AG, Abt. Metall, Mr. Kern (I, A, D), Bahnstrasse 58, CH-8105 Regensdorf.

33574 — SWITZERLAND — Fine, enameled copper wire, other high grade insulation copper wire for electric, electronic industry. Exclusive distributorship arrangement. W. Moor AG, Abt. Metall, Mr. Kern (I, D, A), Bahnstrasse 58, CH-8105 Regensdorf.

Cutlery, hand tools, general hardware

34200 — AUSTRALIA — Interested in obtaining agencies for builders' equipment including builders' hardware and portable tools. Sharper Tool Distributors (D, R), 1 Bourne Rd., Glen Iris, Victoria 3146.

34211 — JAPAN — Scissors and saws capable of pruning tall trees, engine-powered. International Trade Inc. Attn: Mr. Thoshikazu Watabe, Overseas Operations & Mktng. (I, D), Nippon Bldg., 6-2 Otemachi 2-Chome, Chiyoda-Ku, Tokyo.

34298 — SWITZERLAND — Novelty kitchen, household gadgets and hardware, camping hardware. Seeks distributorship arrangement. Bural Distribution SA (I, A, D), Konradstrasse 1, CH-8401 Winterthur.

Fabricated structural metal products

34413 — SINGAPORE — Mild steel ship plate: with Lloyd or equal, grade A certificate. Quotations c.i.f. Jakarta. Specifications in size and quantity: 5'x20', 4.5 mm., 10 M/T; 5'x20', 6 mm., 10 M/T; 5'x20', 8 mm., 10 M/T; 5'x20', 9 mm., 10 M/T; 5'x20', 10 mm., 10 M/T; 5'x20', 12 mm., 10 M/T; 5'x20', 15 mm., 10 M/T; 5'x20', 16 mm., 10 M/T; 5'x20', 19 mm., 10 M/T; 5'x20', 22 mm., 10 M/T; 5'x20', 25 mm., 10 M/T. Scott & English Ltd., R. A. H. Brand, Chrm. (A, D), M&G Centre, 3rd Flr., 154-170 Clemenceau Ave., Singapore-9. Phone: 360711; Cable: 'Emgent'; Telex: RS 21281.

34460 — JAPAN — Emergency fire evacuating equipment for buildings. The Nippon Air Brake Co., Ltd. (I, A, D, M), Hirose Bldg. 1-17 Nihonbashi 3-Chome, Chuo-Ku, Tokyo 103.

Fabricated metal products

34991 — ITALY — Locks for safes and electronic alarm equipment, parts and accessories. Duto, SP.A.P. (D), Via Palazzina 198, Verona.

Engines, turbines

35110 — ARGENTINA — Gas turbines of up to 6,000 HP for compressed gas and power generation. Annual sales potential of this opportunity estimated at 50 gas turbines. Ingenieros Asociados S.R.L. (I, A), San Martin 201, 5 Piso, Buenos Aires.

Construction, mining, materials handling machinery, equipment

35310 — GERMANY — Various types of construction machinery and equipment, crushing plants, screening plants, combination plants for stones, sand, gravel. Representation area—Baden-Wuerttemberg, Southern Hesse, and Rheinland-Pfalz. Specifically interested in new-to-market products. German language offers preferred. Baumaschinendienst (A, D, I), Industriegebiet Wieblingen, 6900 Heidelberg.

35318 — BELGIUM — Vibrator rollers to be used in road construction. U.M.F. SA, Mr. Toussaint, Technical Mgr. (M, I, D), 7 Chaussee de Perwez, 5000 Namur.

35319 — BELGIUM — Street sweepers. U.M.F. SA, Mr. Toussaint, Technical Mgr. (M, I, D), 7 Chaussee de Perwez, 5000 Namur.

35324 — SOUTH AFRICA — Range of spare parts for Torkar or equal, shuttle cars, as used in coal mining operations. F.G. Licence (Pty.) Ltd. (I, A, D), P.O. Box 1362, 49 Winder St., Durban.

35351 — ITALY — Nylon belt conveyors. Seeks exclusive agency arrangements. Bandera Rag. Franco (A, I), Via C. Cantu 10, 20025 Legnano (Milano).

Metalworking machinery

35411 — UNITED KINGDOM — Automatic chucking machines. Scot Urquhart Ltd., Attn.: G. Urquhart, Dir. (I, D), 371-373A Earlsfield Rd., London S.W. 18.

35412 — BELGIUM — Drilling machines for metal working. Exclusive agency or distributorship arrangements for Belgium, Netherlands, Luxembourg. Ateliers Demoor SA (I, M), B.P. 50, 1190 Brussels.

35412 — UNITED KINGDOM — Drill press and drilling machines. Scot Urquhart Ltd., Attn.: G. Urquhart, Dir. (I, D), 371-373A Earlsfield Rd., London S.W. 18.

35415 — TAIWAN — Lathes. For additional information and specifications, write below named firm. Han John's Co. (I, Exporter), 5th Fl., 207 Sinyi Rd., Sec. 2, Taipei (106).

35415 — UNITED KINGDOM — Metal cutting lathes. Scot Urquhart Ltd., Attn.: G. Urquhart, Dir. (I, D), 371-373A Earlsfield Rd., London S.W. 18.

35422 — NETHERLANDS — Sheet working machinery. Mr. H. R. Teesing plans end of October business trip to U.S. Teesing B.V., Attn.: Mr. H. R. Teesing (I,), Verrijn Stuartlaan 40, Rijswijk Z. H.

35422 — TAIWAN — Metal working presses including forging and manual presses Han John's Co., (I, Exporter), 5th Fl., 207 Sinyi Rd., Sec. 2, Taipei (106).

35451 — ITALY — Diamond cutting tools for goldsmiths, for mold makers, for grinders. Diatec, S.N.C. (D), Via Voghera 9/A, 20144 Milan.

35453 — UNITED KINGDOM — Drill, lathe and magnetic chucks, machine vises. Scot Urquhart Ltd., Attn.: G. Urquhart, Dir. I, D), 371-373A Earlsfield Rd., London S.W. 18.

Special industry machinery

35522 — ITALY —Accessories for textile machinery, particularly high power transmission belts, rubber buffers and similar items. Bandera Rag. Franco (A, I), Via C. Cantu' 10, 20025 Legnano (Milano).

35531 — ECUADOR — Machinery for processing sawdust into materials used for manufacture of commercially useful articles. Descriptive materials, catalogs requested. Prices quoted should be f.o.b. Alfredo A. Munoz, Aginco (I, A, D), P.O. Box 404, Quito.

35592 — ITALY — Foundry machinery, equipment. Seeks exclusive agency arrangement. Bandera Rag. Franco (A, I), Via C. Cantu' 10, 20025 Legnano (Milano).

35595 — ECUADOR — All machinery for production of bricks. Diesel-driven machinery preferred, with minimum daily production of 12,000 units. Catalogs, descriptive materials requested. Prices quoted should be f.o.b. Alfredo A. Munoz, Aginco (I, A, D), P.O. Box 404, Quito.

35595 — JAMAICA — Ozone generators for purifying water. Mitco Water Laboratories Ltd. (I, D), 120 Barbican Rd., Kingston 8.

35595 — SWITZERLAND — Tools, instruments and apparatus for inspection, test and production as used in electronics industries. Matera AG, Attn.: Remy Armbruster, Pres. (I, A, D), Leonhardstr. 37, Postfach, 4001 Basel.

35595 — URUGUAY — Leather working machinery, such as cutting, sewing and leather finishing equipment for making shoes and garments. Di Russo Cayetano A. (A), Rambla Mahatma Gandhi 433, Piso 1, Apto. 3, Montevideo.

General industrial machinery

35642 — FRANCE — Industrial air filters for dust collecting equipment. Netair S.A. (D, M), 48 Rue Carves, 92120 Montrouge.

35642 — SWITZERLAND — Industrial air purification equipment, air washers, industrial exhaust gas and smoke purification equipment. Seeks exclusive distributorship. Autofrigor AG, Attn: H. P. Wurtenberg (I, D, M), Schaffhauserstr. 473, P.O.B., CH-8052 Zurich.

35690 — FRANCE — Hydraulic jacks for industrial use. L. Prud'Homme & Fils (I, D), 25 Chemin D'Aubervilliers, 93202 Saint-Denis.

35690 — PORTUGAL — Automatic car washing machines. Interested in exclusive representation. Gilauto-Automoveis, Maquinas E Equipamentos, Sarl (I, A), Rua Cidade Da Beira, Lote 20, Olivais Sul, Lisbon 6.

35690 — SWITZERLAND — Complete line of testing chambers. Cold-warm, shock, stratotest chambers, constant and changing temperature testing chambers, volume 20-1,500 liters with extreme temperatures minus 80 to plus 180 degrees C. Temperature and humidity testing chambers, volume 50-1,500 liters with extreme temp. minus 80 to plus 180 degress C. and relative air humidity 10 to 98%. Temperature, pressure, humidity and vibration testing chambers, volume 100 to 1,500 liters, temperature range minus 80 to plus 100 degrees C., rel. air humidity as above, with atmospheric pressure up to 1 torr. Biological research systems with temperature, humidity and sunlight irradiation simulation, need to maintain atmospheric conditions, with device to humidify, dehumidify and fumigate. Large testing chambers assembled from standardized sections for temperature and humidity tests. Volume range from 3 to 100 cu.m., temperature range from minus 80 to plus 90 degrees C. with relative air humidity of 10 to 95%. Exclusive distributorship arrangement. Servicing is guaranteed by three experienced specialists for testing chambers. Final decision on representation will be made before end of 1973. Firm prepared to directly negotiate in U.S. and will send specialists for factory training. Ismatec SA, Attn.: Mr. F. Ackermann, Dir. (I, D, M), Limmatstrasse 109, CH-8031 Zurich. Telex: 54 459.

35690 — SWITZERLAND — Cold-warm testing chambers and cabinets, volume 50 liters up to 20,000 liters. Extreme temperatures minus 90 degree to plus 180 degree C. temp. tolerance: plus/minus one degree. Complete with accessories such as recorders, shock freezing CO_2 system, analog controls, pipe duct, window, etc. Climatic testing chambers and cabinets, of same volume and temperature ranges. Must maintain constant temperature of plus-minus 0.5 and 0.3 degree C. Relative air humidity 1 to 98%. Must maintain constant humidity at plus-minus 1.5 degree C., with accessories as above. Biological research testing chambers and cabinets, same as above, but with irradiation devices up to 50 and 100 thousand lux. Seeks exclusive distributorship arrangement. Autofrigor AG, Attn: H. P. Wurtenberg (I, D, M), Schaffhauserstr. 473, P.O.B., CH-8052 Zurich.

Service industry machines

35892 — BELGIUM — Beach cleaners. U.M.F. SA, Mr. Toussaint, Technical Mgr. (M, I, D), 7 Chaussee de Perwez, 5000 Namur.

35892 — JAMAICA — Seeking agency for a line of gas chlorinators. Company plans to bid on Government of Jamaica $5 million, five year water supply development project. Request brochures, quotations c.i.f. Kingston. Mitco Water Laboratories Ltd., Attn: Donald H. Mitchell, Mng. Dir. (I, D), 120 Barbican Rd., Kingston 8.

35892 — SWITZERLAND — Garbage collection, treatment systems, compactors. Garbage mills for glass, bottles, tins, cans, wood, carton, etc. Waste recovering, separating, and reclaiming equipment for residential & municipal use. Implant industrial waste and municipal garbage burning plants, all with a specific appeal to ecology. Industrial water purification (recycling) systems, ion exchange water treatment systems, water conditioners. Seeks exclusive distributorship arrangement. Autofrigor AG, Attn: H. P. Wurtenberg (I, D, M), Schaffhauserstr. 473, P.O.B., CH-8052 Zurich.

35892 — SWITZERLAND — Domestic household water treatment devices for conditioning operations such as water softening, deoderizing, dechlorination, disinfecting, etc. Exclusive agency/distribution. Dr. Reiner (I, A, D), P.O. Box 42, 4020 Basel.

35892 — THAILAND — Sea water desalting plant. General description: for use in hotel and bungalows with room total of 270 for 540 guest capacity (excluding hotel employees), includes 2 restaurants, one dining room, one bar, and one laundry plant. Planned 50% total estimated capacity for future expansion. Requests: C.i.f. Bangkok prices, literature, date of delivery. F. E. Zuellig (Bangkok) Ltd. Attn.: Somnuk Banomyong (I, D, A), 7 Silom Rd., GPO Box 739, Bangkok.

35892 — VENEZUELA — Garbage disposers, for industrial and institutional use. Seeks agency or distributorship, on exclusive basis. Recofraca, C.A. (A, D), Residencia Santa Teresa, Planta Baja, Local 5, Santa Te-Resa A Cripreses, Caracas.

Electrical industrial apparatus

36212 — ITALY — D.C. permanent magnet motors. Interproind S.R.L. (D), Via Dei Sormani 9, 20144 Milano.

Household appliances

36393 — JAPAN — Food waste disposers. Seeks distributorship arrangement. K.K. Arai Zentaro Shoten, Attn.: Hikaru Araki, Dev. & Research (I, D), S. 2, W. 10, Chou-Ku, Sapporo.

Electric lighting, wiring equipment

36423 — SWEDEN — Electro-luminescents (lighting fixtures). AB Novum (I, A), Box 13075, S-250 13 Helsingborg.

Radio, television receiving sets

36510 — AUSTRALIA — Audio and electronics consumer items. Products would include stereo equipment, related items, electronic gadgets or innovations related either to consumer or industrial applications. William Charlick Ltd. (A, D, I), London Rd., Mile End, South Australia 5031.

36511 — ITALY — Radio receiving sets for shipboard use; voltage 24V DC, 220V, AC, 10/60 HZ. Distributorship arrangement. Eltamar Electtronica Navale (I, A, D), Via Ponte Calvi 6, 16124 Genoa.

36512 — ITALY — Television receivers for shipboard use; voltage 24V DC, 220V AC, 10/60 HZ. Distributorship arrangement. Eltamar Electtronica Navale (I, A, D), Via Ponte Calvi 6, 16124 Genoa.

36520 — CANADA — Prerecorded language lessons on magnetic tapes, records or cassettes; and programmed learning materials on cassette tapes. Distributorship for Provinces of Quebec, Ontario and Eastern or Maritime Provinces. Mr. Jean Brard, Mktg. Dir., Parent & Trudel Ltd. (I, A, D), 5196 St. Hubert, Montreal 176, Quebec.

Communications equipment

36626 — CANADA — Electronic teaching machines and teaching aids for following: 1) mathematics from kindergarten through college; 2) elementary science, physics, chemistry, biology, etc.; and 3) language laboratories. Distributorship sought for Provinces of Quebec, Ontario and Maritime Provinces. Sales are direct or indirect to educational institutions. Mr. Jean Brard, Mktg. Dir., Parent & Trudel Ltd. (I, A, D), 5196 St. Hubert, Montreal 176, Quebec.

36626 — ITALY — Audiovisual aids, similar sophisticated equipment for teaching English to foreign students. All Languages Center (A, D), Via Bertola 2, 10121 Torino.

Electronic components, accessories

36740 — INDIA — Semiconductor circuit networks including solid state integrated circuits. Modi Trading Co. (A), Rajkamal, Shraddhanand Rd., Ghatkopar, Bombay 400086.

36790 — GERMANY — Exclusive representation of U.S. manufacturers of professional electronic components other than entertainment and microwave, for resale to German OEM. F.o.b. U.S. airports; payments 30 days net; terms of delivery: not to exceed 90 days. Inter Electronic, Contact: Dettmer H. Otto (R, D, I), D-8000 Muenchen 83, Adolf-Bayer-Damm 36.

36790 — SWITZERLAND — Electronic components and accessories, all kinds; electronic instruments and controls; tools and test equipment for electronics production industry. Matera AG, Attn.: Remy Armbruster, Pres. (I, D, A), Leonhardstr. 37 Postfach 4001 Basel.

36795 — UNITED KINGDOM — Two types of transducers for specific contract fulfillment. First is an LVDT (linear voltage differential transformer) pressure transducer costing about 250-500 dollars apiece. Two thousand would be needed over a year. Second is a pressure transducer capable of measuring varia-

tions of 0.04 P.S.I. in total pressure ranges of about 200 P.S.I. Estimate about $300 and volume about four thousand per year. Vactric Control Equipment Ltd. (M), Garth Rd., Morden Surrey.

Electrical machinery, equipment, supplies

36911 — SWITZERLAND — Batteries (private cars and trucks) for automobiles. Crostec SA specializes in trade with the U.S.S.R. It is permanently represented in Moscow. Crostec SA, Attn.: Frank C. McGrew (I, A, Consultant), 1 Place Du Port, 1204 Geneva.

36930 — SWITZERLAND — Medical X-ray equipment for re-export to the U.S.S.R. Crostec SA, Attn.: Frank C. McGrew (I, A, Consultant), 1 Place Du Port, Geneva.

Motor vehicles, equipment

37141 — PARAGUAY — Electrical parts for motor vehicles, such as small light bulbs, fuses and points. Federico M. Ehrenfried (I, A), Casilla Postal 750, Asuncion.

37112 — SWITZERLAND — Heavy duty pickup panel, van, platform trucks for garbage waste collection. Particular interest in newly designed pickup and compacting device. Seeks distributorship arrangement. Autofrigor AG, Attn.: H. P. Wurtenberg (I, D, M), Schaffhauserstr. 473, P.O.B., CH-8052 Zurich.

37141 — PARAGUAY — Suspension and steering silent blocks for passenger cars and light trucks; sealed beams. Autopiezas S.R.L. (I, D, R), Eusebio Ayala 1035, Asuncion.

Aircraft, parts

37291 — UNITED KINGDOM — Cast and sintered metal parts for airframes. Would like to represent custom fabricators specializing in exotic metal and alloy forming to complement existing agencies from U.S. companies. Samet (Consultants) Ltd., Attn.: S. T. Maton, Dir. (A), 55 Peach St., Wokingham, Berkshire.

Motorcycles, bicycles, parts

37510 — AUSTRALIA — Large distributor and retailer of motor vehicles and agent for American Aviation Trainer and Traveler Company wishes to act as agent for and distribute two-wheel bicycles and is prepared to expand company's established retail business. H. M. Hunt Motors Group Attn.: Mr. Horne (I, D, R), 817 Canterbury Rd., Lakembra, NSW Australia 2195.

Surgical, medical, dental instruments

38410 — FRANCE — Surgical and medical instruments and apparatus. Correspondence in French only. Jean Teuly (A), 6 Bis Rue Voltaire, 34590 Marsillargues.

Photographic equipment

38610 — AUSTRALIA — Photographic equipment—still and cine cameras, projectors and accessories related to this field. Market is Australia wide. William Charlick Ltd. (A, D, I), London Rd., Mile End, South Australia 5031.

38613 — CANADA — Cinematographic equipment for use in schools. Distributorship sought for Provinces of Quebec, Ontario and the Eastern or Maritime Provinces. Mr. Jean Brard, Mktg. Dir., Parent & Trudel Ltd. (I, A, D), 5196 St. Hubert, Montreal 176, Quebec.

Pens, pencils, office, artists' materials

39510 — SWITZERLAND — Novelty stationery supplies, ballpoint pens. Exclusive distributorship. Helmut Fischer AG, Attn.: Mr. H. P. Ingold (I, A, D), Falkenstrasse 23, POB 120, CH-8032 Zurich.

39522 — FRANCE — Graphic arts products. Design Communication France (I, D, R), 4 Impasse Des Carrieres 75016 Paris.

39522 — SWITZERLAND — Drawing boards, pantographs, drafting film, hardware, drawing room accessories, new type drafting aids, artists' materials, airbrushes, palettes, sketch boxes, pyrography goods and materials, drawing crayons, water, tempera colors colors. Requests exclusive distributorship arrangement. Helmut Fischer AG, Attn.: H. P. Ingold (I, A, D), Falkenstr. 23, P.O.B. 120, CH-8032 Zurich.

Manufacturing industries

39962 — SWEDEN — Plastic covering for floor. Miljamattor AB (I, A, M), Kungsgatan 58-70, S-411 08 Goteborg.

Business services

73920 — INDIA — Seeks joint operations with U.S. architects and engineering consultants in India and neighboring countries. Sathe & Vaidya (architects and surveyors), Haman House, 34-38 Haman St., Fort, Bombay 400001.

Motion picture output, distribution

78130 — CANADA — Sets of film slides and teaching films; programmed learning materials on films; and acetate sheets and transparencies for overhead projections. Distributorship sought. Mr. Jean Brard, Mktg. Dir., Parent & Trudel Ltd. (I, A, D), 5196 St. Hubert, Montreal 176, Quebec.

78130 — SWITZERLAND — Audiovisual software (films) for use by travel agencies (tourist information, advertising films for holidays etc); educational software such as films about hobby and do-it-yourself activities; films for entertaining for VCR play back units. Exclusive agent. W. S. Mueller (I, A, M), Fiechtenstr. 13, 4950 Huttwil.

Contracts On Eight UNDP Projects Open To Worldwide Bids

The United Nations Development Program recently announced that eight contract opportunities concerning economic development projects for low-income countries are available for international bidding.

Contracts are awarded on an international competitive basis; interested U.S. firms should direct their inquiries to the responsible executing agency for each project. The initial contact should include a current resumé of the inquiring firm.

Projects preceded by an asterisk (*) had not been approved at the time of this announcement, and are subject to modification and/or cancellation. Maximum allowable costs of projects are listed in parentheses.

***BHUTAN — Transport and communication.** BHU/73/003 — Establishment of telecommunications link. Subcontract requirements: Supply and installation of multiplex radio, telephone and ancillary equipment. Duration: 28 months. Executing agency: International Telecommunications Union (ITU), Place des Nations, 1211 Geneva 20, Switzerland.

***DAHOMEY** — Industry. DAH/73/006 — Geochemical, chemical and mineralogical analyses ($5,500). Estimated starting date: November. Executing agency: United Nations, New York, N.Y. 10017.

***ICELAND — International trade.** ICE/73/002. Tourism development: creation of a multi-purpose tourist resort, a cultural complex and a living history village, as well as preparing a tourist development program up to 1980. ($90,000). Estimated starting date: January. Executing agency: United Nations. Expressions of interest should reach the UN before November.

***JORDAN — Industry.** JOR/73/004. Advisory services and studies for the Industrial Development Corp. ($60,000). Estimated starting date: July. Executing agency: United Nations Industrial Development Organization (UNIDO)—Felderhaus, Rathausplatz 2, A-1010, Vienna, Austria. Expressions of interest should reach UNIDO before April.

***LESOTHO — Industry.** LES/73/021. Diamond exploration. Subcontract requirement: fracture analysis ($70,000). Estimated starting date: January. Executing agency: United Nations. Expressions of interest should reach the UN before November.

***NEPAL — Economic and social planning.** NEP/73/001. Anticipated subcontract requirements include pre-feasibility studies for three subregions ($270,000). Due to begin Nov. 1. Contact executing agency, the United Nations, as soon as possible.

SOMALIA — Agriculture, forestry and fisheries. SOM/71/516 — Pilot farm for irrigated agricultural development on the Shebelli River. Subcontract work requirements: Construction of water well and reservoir ($15,000). Executing agency: Food and Agriculture Organization of the United Nations. Via della Terme de Caracalla 00100 Rome.

***UPPER VOLTA — Industry.** UPV/73/001 — (a) Photogeology and (b) Laboratory analyses (a) ($40,000) (b) ($10,-800). Estimated commencement: (a) January; (b) during 1974/1975, as required. Executing agency: United Nations. Expressions of interest should reach the U.N. by (a) January, and (b) undetermined.

(See other UNDP story on p. 54)

Chile Extends Bid Deadline For Agricultural School Items

The bid deadline has been extended to Nov. 2 for the purchase of the following equipment for Chile's agricultural schools: teaching material, laboratory equipment, agricultural machinery and equipment, kitchen equipment, chemical products and reactives, office equipment, audiovisual material, physical education equipment, buses, medical instruments, musical instruments, and tools. Tender No. BIRF Credit 668-CH. Estimated value $1.8 million. Tender documents available from Ministry of Education, Project Unit B.I.R.F., Morande 322, 4th fl., Of. 414, Santiago.

Future Construction Abroad

JORDAN—The Jordan Electricity Auth. (JEA) has applied to the International Development Association (IDA) and the Kuwait Fund (KF) for financing the installation of a new **thermal power station** consisting of 2-33 MW oil-fired boilers and steam-driven turbo generators, Phase 4. Target date for commercial operation of this station is Jan. 15, 1976. Phase 4 of the installation program will include the following miscellaneous items: Contract 9A: The manufacture, supply, fabrication, transportation, installation and testing of six deepwell water pumps, with approx. 5,000 ft. of well water and oil piping complete with supports and insulation. Pipe sizes range from 4-inch diameter to 14-inch diameter. Contract 9B: The manufacture, supply, transportation and delivery to the site area of a ten-ton mobile crane. Contract 9C: The manufacture, supply, transportation and delivery to the site area of machine shop, pipe-working shop, electricity shop, carpenter shop, paint shop, blacksmith shop, equipment as well as portable and hand tools. Bidders must submit proposals for all the equipment or work specified in each contract. Documents will be available on or about Oct. 22 for a non-refundable fee of $115, payable to The Kuljian Corp. The closing date for obtaining documents will be Nov. 9. Proposals for the equipment and works listed in Contracts 9A, 9B and 9C will be received on Nov. 28. Bidders should indicate whether they wish to bid one or all of the contracts. Write: The Kuljian Corp., 1845 Walnut St., Philadelphia, Pa. 19103, Attn: T. C. Rudolph. Also send a copy to Jordan Electricity Auth., P.O. Box 2310, Amman, Attn: Ali Ensour, General Manager.

YUGOSLAVIA — Invitation to present prequalification to bid for the following four project "Lots" in connection with the construction of the **5,000-bed Babin Kuk tourist hotel** project near Dubrovnik are: Lot 1: infrastructure; Lot 2: main building works; Lot 3: kitchen and hotel equipment; Lot 4: furniture, fittings and furnishings. U.S. international construction firms (working perhaps in coordination or in joint venture with local contractors) definitely are competitive on Lots 1 and 2. The U.S. firms Edward Durrell Stone Assoc. and Bovay Engineers of Houston, Texas, are acting as World Bank consultants on this project. The Bank is expected to loan $20 million for the project. Interested U.S. firms should request prequalification questionnaires, which must be returned by Nov. 15, from: "MINCETA"—HTC "Babin Kuk", Obala Nikole Tesle 2A, 50000 Dubrovnik, SFR Yugoslavia.

GREECE — Specifications (in English) for **general quality control equipment** to be purchased shortly for a quality control center located in the Thessaloniki Industrial Zone are available from the U.S. Department of Commerce, Trade Opportunities Sec., Rm 1322, Washington, D.C. 20230. UNIDO project Director Nahum Ben Zeezi stated that the suggested suppliers listed in the specifications were derived from a similar plant in Israel, but are by no means binding. UNIDO will welcome quotations from other interested firms. While final orders will be placed by UNIDO Headquarters in Geneva, Ben Zeevi requests that interested firms reply directly to him c/o Hellenic Industrial Development Bank, 44 Vas. Constantinou St., Thessaloniki.

SEYCHELLES ISLANDS—The Government of the Seychelles Islands, a British Colony, has received an aid grant from the U.K. amounting to more than $1.3 million a year for the next three years. Most of the money will be used for **low cost government and private housing** projects. The government is interested in contacting potential suppliers of small pre-fabricated houses with minimum interior fittings. Any wooden houses must be treated to resist tropical rot, termites and other hazards. The Government is particularly interested in houses of materials other than wood that would not have to be treated (plastic, metal, fiberglass). The houses are to be erected on a self-help basis, so must be easily assembled with simple hand tools. Interested firms should contact: Ron Bradley, Director, Dept. of Social Services and Housing, Victoria, Mahe Island, Seychelles, Indian Ocean.

VENEZUELA — The Venezuelan Petrochemical Institute (IVP) has invited a number of Venezuelan engineering companies to bid on the design of a new **sulfuric acid plant** to be erected at IVP's plant near Moron. The plant, whose output is destined primarily for the manufacture of caustic soda, chlorine and fertilizers, is to have a capacity of 198,000 m.t. of 98% acid. U.S. manufacturers of chemical plant equipment might wish to establish relations with the engineering companies listed below, one of which will win this bid and should then be interested in equipment offers: Bec S.A. Edificio Pasaje Zingg, Piso 4, Sociedad a Traposos, Avenida Universidad, Caracas; Consorcio de Proyectos Petroleros y Petroquimicos, Ave. Rio de Janeiro, Edif. Massparro, Urb. Las Mercedes, Caracas; Consulding C.A., Edificio Union, Piso 4, Ofic. 41, Calle Real de Sabana Grande, Caracas; Epsilon S.A. Edificio Mene Grande, Piso 8, Avenida Francisco de Miranda, Caracas; Formiconi & Lei C.A., Edificio La Salle, ler. Piso, Avenida Libertador, Caracas; Guinand & Brillembourg C.A., Edificio Araure, Ofic. 502, Calle Real de Sabana Grande, Caracas; Tecno Consult S.R.L., Edificio Continental, Calle Real de Sabana Grande, Caracas.

GERMANY — The Roland-Klinik (state-subsidized hospital) has been assigned the development of a specialized **orthopedic-surgical division.** The construction and equipment of this facility calls for a total investment of about DM 8-9 million, of which a large part will be spent on outfitting with medical and surgical equipment, apparatus and instruments. Dr. Kirchhoff, Medical Director, would like to receive offers directly, at this time, from potential U.S. suppliers of operating room equipment (endo-prosthesis) of highest sterility, including X-ray and closed-circuit TV equipment. Offers should be sent to: Roland-Klinik, Attn: Dr. Roland Kirchoff, Niedersachsendamm 72/74, 28 Bremen.

IRELAND — The Government's Dept. of Transport & Power, O'Connell Bridge hse 2, Dublin, is planning a **new runway for Dublin Airport** at a cost of about $5.5 million. No firm date has been set, but it is likely that it will be about five years before the runway is available for service. The length of the runway has not been decided, but the 942 acres to be acquired could accommodate one of about 10,000 feet. The present runway system at Dublin Airport has been in use for about 27 years and by 1980 it will require substantial repair work. This work should take six to twelve months to complete, hence the need for an additional runway in order to keep the airport operational. At a later stage a second parallel runway to the south of the present terminal area is envisaged if it is warranted by traffic growth.

MOZAMBIQUE — Plans are drafted for the establishment of a large **slaughter-house-freezing plant** in Quelimane, at a cost of more than $3.5 million, with an estimated daily slaughtering capacity of 150 cattle and complete processing of animal by-products. The Portuguese Metropolitan PROFABRIL group has reportedly completed its feasibility survey, determining that the first phase will cost $2.3 million and second phase $1.2 million. The projected plant will be privately financed by local cattle ranchers, with the strongest financial support coming from the following three groups: Sociedade Agricola do Madal, Sarl, P.O. Box 17, Quelimane (Director: Count Joao Bobone); the Champalimaud group of Lourenco Marques (Director: Jose Luis Torres Fevereiro, P.O. Box 270); and the group of companies headed by Companhia Agricola e Comercial Lopes & Irmaos, SARL, P.O. Box 1274, Beira (Director: Dr. Armindo de Brito). U.S. exporters of slaughter-house and freezing plant equipment can contact any of the above three groups.

BRAZIL — Individual States in Brazil are undertaking **microwave expansion** projects. TELEBRAS is considering an $8 million microwave project for Pernambuco. No central coordinating point or these projects really exists, since they are basically the responsibility of individual States. However, TELEBRAS undoubtedly is aware of most important State programs because of its financial contributions to such projects and its general responsibility for coordination of telecommunications developments. U.S. firms interested in learning more about these State projects should contact directly: Commander Euclides Quant de Oliveira, President, or Luis Carlos Bahiana, Technical Director, at: Telebras ED. Embaixador, Setor Comercial Sul, Quadra 13, Lote 3-17, Brasilia, D.F.

Singapore Store Will Employ U.S. Buyers Of Consumer Items

Metro Supreme, a Singapore department store, is seeking additional resident buyers in Los Angeles and the southern United States to service the company on a year-round basis. The company is interested in all types of consumer type merchandise. Interested resident buyers are requested to contact Metro Supreme in care of the American Embassy, 30 Hill St., FPO San Francisco 96699.

When ordering any publication, indicate title and series designation, if indicated, and make checks or money orders payable to the Superintendent of Documents. Orders should be sent to the U.S. Department of Commerce, Washington, D.C. 20230, or to any of its district offices.

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Overseas Business Reports

Annual subscription $28.50 (add $7.25 for foreign mailing). Single copies 30¢.

Market factors in the United Kingdom (OBR 73-40). 10pp.

Selling in Peru (OBR 73-42). 16pp.

Selling in Australia (OB 73-43). 14pp.

SOCIAL AND ECONOMIC STATISTICS ADMINISTRATION

BUREAU OF THE CENSUS

Construction and Housing

Housing completions: July 1973 (C22-73-7). 16pp. Annual subscription $1. Single copy 10¢.

Value of new construction put in place: July 1973 (C30-73-7). 28pp. Annual subscription, including monthly and annual supplement $5.50 (add $1.50 for foreign mailing). Single copy (monthly) 55¢.

Housing authorized by building permits and public contracts: July 1973 (C40-73-7). 98pp. Annual subscription $17.50 (add $4.50 for foreign mailing). Single copy (monthly) $1.25. Single copy (annual) $4.50.

Distribution and Services

Monthly department store sales in selected areas: July 1973 (BD-73-7). 10pp. Annual subscription $1. Single copy 10¢.

Monthly retail trade—sales and accounts receivables: July 1973 (BR-73-7). 34pp. 65¢.

Monthly selected services receipts: July 1973. (BS-73-7). 12pp. Annual subscription $1. Single copy 10¢.

Advance monthly retail sales: August 1973 (CB-73-270). 2pp. 15¢.

Weekly retail sales. Estimated weekly retail sales of retail stores in the United States for week ending September 19 (CB-73-280). 2pp. 15¢.

Weekly retail sales. Estimated weekly retail sales of retail stores in the United States for week ending September 22 (CB-73-289). 2pp.

Foreign Trade

General imports—cotton manufacturers: July 1973 (FT 130-73-7). 14pp. Annual subscription $1. Single copy 10¢.

Bunker fuels: July 1973 (FT 180-73-7). 2pp. Annual subscription $1. Copy 10¢.

Export and import merchandise: August 1973 (FT 900-73-8). 6pp. Annual subscription (FT 900, 975, 985, and 986 combined) $3. Single copy 10¢.

Vessel entrances and clearances: 1972 (FT 975-72). 6pp. Annual subcription (FT 900, 975, 985, and 986 combined) $3. Single copy 10¢.

Waterborne exports and general imports: calendar year 1972 (FT 985-72-13). 22pp. Annual subscription (FT 900, 975, 985, and 986 combined) $3. Single copy 10¢.

Waterborne exports and general imports: May 1973 (FT 985-73-5). 20pp. Annual subscription (FT 900, 975, 985, and 986 combined) $3. Single copy 10¢.

Airborne exports and general imports: July 1973 (FT 986-73-7). 4pp. Annual subscription (FT 900, 975, 985, and 986 combined) $3. Single copy 10¢.

Governments

State and Local Government Studies

Governmental fiscal years in 1972 (State and Local Gov't. Studies No. 65). 10pp. 25¢.

Industry

Current Industrial Reports

Apparel survey: 1972 (Series: MA-23A (72)-1). 22pp. Annual subscription (including M23H) $1.75. Single copy 25¢.

Farm machines and equipment: 1972 (Series: MA-35A (72)-1). September 1973 (revised). 22pp. 25¢.

Converted flexible packaging products: 1972 and 1971 (Series: MQ-26F(72)-5). 4pp. Annual subscription $1. Single copy 25¢.

Flat glass: summary for 1972 (Series: MQ-32A(72)-5). 6pp. Annual subscription $1. Single copy 25¢.

Population

Current Population Reports issued in Series P-20, P-23, P-25, P-26, P-27, P-28 (summaries only), P-60, and P-65 are sold as a single consolidated subscription at $30.50 per year ($7.75 additional for foreign mailing).

Estimates of the population of metropolitan areas: 1971 and 1972 (Series: P-25, No. 505). 26pp. 55¢.

Estimates of the population of the United States to August 1, 1973 (Series: P-25, No. 506). 2pp. 25¢.

Estimates of the population of Tennessee countries: July 1, 1971 and July 1, 1972 (Series: V-26, No. 47). 4 pp. 25¢.

Special Census of Arlington Heights, Illinois: June 23, 1972 (Series: P-28, No. 1503). 10pp. 25¢.

1970 Census of Population

Characteristics of Population

Connecticut, Vol. I, part 8. 2056 pp, hard cover. $10.

New Jersey. Vol. I, part 32, section 1. 598pp., hard cover. $16.75 for sections 1 and 2, sold as a set only.

New Jersey. Vol. I, part 32, section 2. 1718 pp., hard cover. $16.75 for sections 1 and 2, sold as a set only.

Transportation

1972 Census of Transportation

Travel during 1972 (TC72-N3). 166pp. $2.45.

Truck Inventory and Use Survey

Oregon (revised) (TC72-T38R). 24pp. 35¢.

SCIENCE AND TECHNOLOGY

NATIONAL OCEANIC AND ATMOSPHERIC ADMINISTRATION

Environmental Data Service

Daily weather maps—weekly series: Sept. 10-16. 1973. 8pp. Annual subscription $16.50 (add $4.25 for foreign mailing). Domestic and foreign airmail available. Single copy 35¢. The charts in this publication are a continuation of the principal charts of the former Weather Bureau publication, Daily Weather Map. They include the Surface Weather Map, the 500-Millibar Height Contours chart, the Highest and Lowest Temperatures chart, and the Precipitation Areas and Amounts charts.

National Marine Fisheries Service

Bottom-water temperatures on the Continental Shelf, Nova Scotia to New Jersey (NMFS CIRC-376). 60pp. 60¢.

National Ocean Survey

Tidal current tables: 1972—Atlantic coast of North America. (September) 1973. 200pp. $2.

National Weather Service

Average monthly weather outlook: mid-September to mid-October 1973. Vol. 27, No. 18. 4pp. Annual subscription $7.50 (add $2 for foreign mailing). Domestic and foreign airmail available.

NATIONAL BUREAU OF STANDARDS

Annotated bibliography of the literature on resource sharing computer networks (Spec. Publ. 384). 96pp. $1.25. This bibliography consists of references with critical annotations to the literature on computer networks. A classification scheme has been developed to place each annotation in a category reflective of its content. Five indexes to the bibliography are included: author index, corporate author index, network index, key-word-out-of-content index, and report number index.

Considerations for the precise measurement of amplifier noise (Tech. Note 640). 130pp. $1.25. For the best accuracy in measuring noise figures, attention needs to be given to the choice of the hot and cold noise standards and to mismatch problems. Tables and graphs are presented to aid in choosing the proper measurement conditions, and an example is given to demonstrate their use. This paper essentially supplements a previous paper (included in appendix), treating in more detail topics that become important when state-of-the-art measurements are required.

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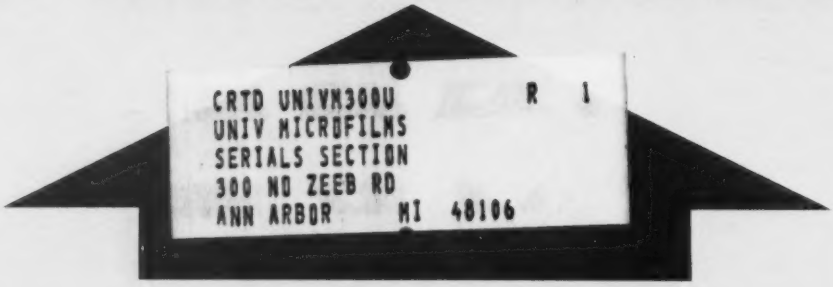

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